A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

July 25, 1966

## Market data for 50 countries

## Licensing U. S. know-how abroad

## 89 U. S. firms exhibit by airlift

## OBR's mean dollars for traders

# International Trade Winds Newsletter

## Company News

**COMPUTER COMPONENTS**—Data Products Corp., Culver City, Calif., will establish a subsidiary at Coolock in Dublin, Ireland, for the manufacture of magnetic cores and other electronic computer components. The operation will employ about 200 workers.

**AUTO AIR CONDITIONERS**—Vornado Division of Automatic Radio Mfg. Co., Melrose, Mass., will manufacture a special line of automobile air conditioners for Toho Motors Co., Inc., Tokyo. Toho will market the equipment under its own label. Sales and service will cover all locally manufactured and imported cars.

**PAPERMAKING MACHINERY**—Black-Clawson Co. of Middletown, Ohio, establishes a subsidiary in Milan, Black Clawson Italia SpA, for the promotion, sales and servicing of machinery constructed by the firm's international division.

**PUBLISHING**—Final arrangements have been made to print Life magazine in Melbourne, Australia. The first Life Australia/Life New Zealand edition will come out Mar. 6, 1967, and will appear every other week.

**CONTROL SYSTEMS**—Controls Co. of America, a subsidiary of General Precision Equipment Corp., has acquired a majority interest in Eilbeck Holdings Proprietary, Ltd., New South Wales, Australia. Eilbeck is a leading supplier of electro-mechanical components to Australia's home appliance industry.

**SECURITY FORCE**—The William J. Burns International Detective Agency, Inc., New York, has purchased the assets and accounts of Vicor, Ltd., a Bogota, Colombia security agency. Professional career specialists of Burns are in Colombia training personnel in U.S. security techniques and setting up an academy to train uniformed guards. Burns hopes to establish offices in major cities throughout Colombia providing a full range of protective and investigative services, including custom installation of modern electronic warning systems.

A $300,000 cold storage plant will be built in Valencia by A. Epstein & Sons, Chicago, as a result of the company's participation in the U.S. Refrigeration Exhibition in Madrid last March. The Spanish company was one of many visited personally on behalf of U.S. exhibitors by Commerce market development specialists.

Don't pass up returning the reader questionnaire in the July 4 issue just because you haven't gotten around to it yet. Tear out the yellow insert sheet and fill it out when you get a chance. Results will be tabulated in the fall. We need your help on this one. The bigger the sample the better the information.

More than two-and-a-half million dollars in immediate sales resulted from a between-the-shows exhibit of machinery and equipment for the semiconductor industry in the Frankfurt Trade Center in July. European subsidiary of Kulicke & Soffa, Ft. Washington, Pa., did the business and attracted 600 buyers from several countries. Any U.S. company or its subsidiary may use space at the six U.S. Trade Centers between regularly scheduled shows.

Hamburg businessmen eyeing the successful U.S. Trade Center in Frankfurt will open a private all-nations Trade Center on the 20th floor of an ultra-modern Hamburg office building in August.

If it's in INTERNATIONAL COMMERCE it's yours. Clip it. Reproduce it. Circulate it. Use the information in your own company newsletters or in any legitimate way. No permission needed for government originated material--but we'd like a credit line or reference to INTERNATIONAL COMMERCE, though even that's not necessary.

A total of 59 companies participated in AID Investment Surveys to investigate commercial projects in less developed countries, in the last 12 months. If they decide not to follow through with a project they can recoup 50% of the approved costs of the study.

A Trade Tour to Japan next February is being planned by the Western Electronics Manufacturers Association. Valuable talks on investment, licensing and joint ventures, plus plant visits, are a part of the itinerary. It's all timed with a U.S. Trade Center electronics show, in which a number of WEMA members are participating.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

U.S. Department of Commerce

John T. Connor
*Secretary*

Alexander B. Trowbridge
*Assistant Secretary for Domestic and International Business*

Lawrence A. Fox
*Director, Bureau of International Commerce*

Clarence M. Zens
*Managing Editor*

America A. W. Favale
*Director of Graphics*

Annual subscription $16.00 ($5.00 additional for foreign mailing). Single copy 35 cents. Domestic subscribers desiring airmail service must submit $25.00 additional for postage. Make remittance payable to the Superintendent of Documents and mail either to any U.S. Department of Commerce Field Office or to the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

All subscription inquiries and address changes should be directed to the Superintendent of Documents at the above address. This is the central distribution agency for all U.S. Government periodicals.

Expressions herein from private sources are meant to stimulate thought toward the solution of problems confronting the international businessman and to provide constructive suggestions, but they are personal opinions. Contents of this publication are not copyrighted unless so indicated. Noncopyrighted materials may be reprinted freely. Mention of source will be appreciated. Use of funds for printing this publication approved by the Director of the Bureau of the Budget on June 17, 1966.

## in this issue

Khalid Yousif al-Haj, of Saudi Arabia, will be in the United States for three weeks in August to contact U.S. suppliers of frozen food products, especially poultry and meat, and make direct purchases and agency agreements. To find out how to meet him and nine other foreign buyers and officials visiting the U.S. during the next few weeks, see page 38.

# International Commerce

*Published by* BUREAU OF INTERNATIONAL COMMERCE

July 25, 1966 Volume 72, Number 30

### FEATURES

2 **Whys, wherefores of international licensing of technical ideas and commercial processes, with advantages and difficulties explained**

6 A Commerce Department exporting tool described: Overseas Business Reports

8 **New data indicate U.S. share of the leading world markets improvin; part of increase, however, may be in strike-delayed shipments**

12 Three companies exporting trucks, organs, health supplies get "E" awards

### TRADE FAIRS AND CENTERS

15 America Weeks promotion sells 80% of U.S. goods in Dakar's largest store

16 Cargo jet "airlifts" itself for demonstration of aircraft parts and systems

17 U.S. tools featured in recent exhibitions in two Eastern European nations

### WORLDWIDE BUSINESS OUTLOOK

18 West Berlin's economy to grow steadily after record 1965 performance

20 Road construction, maintenance program in Iraq receives World Bank loan

### FOREIGN GOVERNMENT ACTIONS

21 Panama publishes summary of its latest trademark registration regulations

### U.S. GOVERNMENT ACTIONS

23 U.S. machinery will be used to equip new kraft paper mill in Thailand

### INVESTMENT OPPORTUNITIES

24 Brazilian engineering firm seeks U.S. partner to expand Latin operations

### WORLD TRADE OPPORTUNITIES

27 Greece issues bid invitation

27 Sales leads for exporters

36 Sales representation

37 Leads for importers

38 Visiting buyers and officials

38 New trade lists

39 Future construction

39 Construction awards

NEW BOOKS AND REPORTS, page 40

# Licensing U.S. know-how abroad is increasing

## More companies enter into such arrangements each year; advantages are many

By VINCENT D. TRAVAGLINI
*Director, Foreign Business Practices Division*
*Bureau of International Commerce*

International licensing of products, technical know-how, secret processes, trademarks and other industrial property has for some years provided one of the best means for earning foreign source income.

Each year additional companies are entering the field of licensing advantageously, although several factors are tending to reduce the freedom with which opportunities can be realized. Foreign government plans for economic expansion, foreign currency shortages, nationalism, and security considerations have induced both the United States and foreign governments to intervene in private licensing arrangements.

### Why licensing?

Reasons behind management decisions to explore licensing possibilities are various, but the following are mentioned frequently:

► Licensing provides a foothold in foreign markets without large capital outlays.

► Licensing enables a firm to retain markets otherwise lost by import restrictions or because it is being outpriced.

► Royalty taxes are lower than corporate taxes on business conducted through a permanent establishment.

► Licensing avoids the expense of tying up personnel and production at home to satisfy unstable foreign markets.

► Through licensing arrangements a firm can establish its trademarks and protect its patent position abroad.

► Licensing can be used to test a foreign market, saving the company money which otherwise might have been invested unwisely.

Also, licensing has been profitable. There are some disadvantages, however, which need to be carefully assessed. Foremost are: Lack of adequate control of production by the licensor; creation of potential foreign competitors; risk of loss of valuable intangible property rights, especially unpatented know-how.

However licensing is viewed, the use of such arrangements by growing numbers of U.S. firms has significantly benefited our international balance of payments. To the extent that license arrangements replace direct investment to developed countries, they contribute measurably to the President's voluntary program moderating overseas lending and investment. Moreover licensing activities have not only produced a rise in annual receipts of royalties and fees, but they have also helped expand U.S. exports through the sale of component parts and complementary products of the U.S. licensor.

The tobacco industry provides an interesting example of the enhancement of export sales through licensing. According to the New York Times of June 8, establishment of overseas manufacturing affiliates and the licensing of foreign cigarette producers by U.S. tobacco companies is raising sales of domestic leaf growers and warehousemen. Production of one of America's leading cigarette brands in factories abroad has increased the annual requirements for domestic leaf by over 25 million pounds.

### Licensing income increases

Although precise earning figures of U.S. companies from foreign licensing are lacking, fairly reliable estimates have been developed which are at least indicative of the magnitudes involved. These figures cover payments from abroad for the licensing of patents, trademarks and know-how, including income from copyrights, and management fees directly connected with the transfer of intangible property.

Royalties and fees from the licensing abroad of intangible property in 1964 totaled $555 million. This compares with merchandise exports (nonmilitary) of about $25.7 billion and foreign investment income of $3.7 billion. Licensing income was almost evenly divided between receipts of $264 million from direct investment sources (foreign branches and subsidiaries) and $291 million from independent foreign enterprises.

Unofficial estimates for the year 1961 place total licensing receipts at about $420 million—$157 million from direct investments and $263 million from independent sources. Provisional estimates for 1965 are $303 million and $311 million respectively for a total of $614 million. Since 1961, receipts from independent sources have been growing at an average annual rate of 5% while those from foreign branches and subsidiaries of U.S. firms have been averaging an estimated 20% a year.

In the four years 1961-64, licensing income rose 32%, (non-military) merchandise exports increased 27%, and income from direct investments abroad—dividends, interest and branch profits—advanced 35%. Licensing receipts increased at an even greater rate in 1965, advancing by 11% in that year, while exports increased 4% and total investment income 10%.

About 55% of the royalties and fees from licensing of intangible property in 1964 were received from Western Europe, 12% from Canada, 10% from Latin America, and 23% from all other countries.

Although information is not available breaking down total royalty receipts by industry, we do know that 73% of royalties from direct investment sources only in 1964 were connected with licensing arrangements involving manufacturing operations, 15% with trading, 5% with petroleum, and 7% divided among all other industry groupings. At the same time, royalty payments from direct investment manufacturing operations abroad averaged 22% of income from these investments in 1964.

U.S. payments of licensing fees and royalties to foreign recipients also have grown steadily in recent years, about doubling during the 1960-1965 period from $68 million to $128 million. Since 1960, the proportion of U.S. licensing payments to foreign direct investments has increased from 40 to 55% of total payments made. U.S. payments to Canada have been decreasing, however, while those to all other areas have been increasing.

In 1964 the distribution of these payments was 60% to Western Europe, 30% to Canada, 4% to Latin America, and 3% to Japan.

A recent study by the Organization for Economic Cooperation and Development —based on 1961–63 data—provides a rough indication of the relative positions of Western European countries and the United States in international licensing royalty flows. While the U.S. balance of receipts over payments has been relatively large and growing, France and Germany have had "unfavorable" balances, arising principally from their heavy and growing deficit with the United States—two-thirds of the total French deficit and half the total German deficit were due to this.

The ratio of payments to receipts was 2:7 for both Germany (1963) and France (1962) for all transactions, but for their transactions with the United States the ratios were 4:8 and 5:0, respectively. The United Kingdom ratio for transactions with the United States (1961) was 5:1.

## Foreign government controls

Transfer of know-how from the more technologically advanced countries has played a major role in the industrial growth of the less developed countries of the world. These countries recognize the importance to their growth of technology and they know that much of it is protected by patents owned by foreign firms. Perhaps for this reason they are becoming increasingly active in the prior review of licensing agreements involving their citizens or corporations. Some governments show an interest in licensing arrangements beyond that required to conserve foreign exchange.

In practice, the authorities review the terms and conditions of proposed licensing agreements and may intervene to change royalty rates previously agreed between parties. Effective control would require considerable administrative resources and flexibility which may be beyond the capacities of at least some less developed countries. This situation tends to induce them to attach excessive importance to the royalty item of the licensing agreement.

## Closed circuit

A common complaint relates to the closed circuit transmission of technical know-how—that is, from a foreign parent to a local branch. This tends to confine the benefits entirely to the enterprise that receives it and denies it to the general industrial community. This limited circulation of technological knowledge is understandable and unavoidable in the case of patents and trademarks of commercial value.

Foreign governments are keenly interested in the export potential stemming from licensing agreements. Such arrangements offer increased employment to their nationals and aid their balance of payments. They therefore find it difficult to understand why a licensee may not be free of any territorial or other restrictions whatsoever in filling export orders.

## In Spain

To eliminate export restrictions on local licensees and subsidiaries, Spain for example requires that contracts containing them receive specific official approval. But the ban does not apply if the restrictive clauses apply exclusively to the home country of the licensor.

The U.S. Government has pointed out to these countries that actions tending to restrict or reduce the value of patent rights could have an adverse effect on the ability of the country to attract foreign investment and facilitate the inflow of technology. And we have continued to emphasize the importance of foreign investment as a direct cause and stimulus for technological development and economic growth.

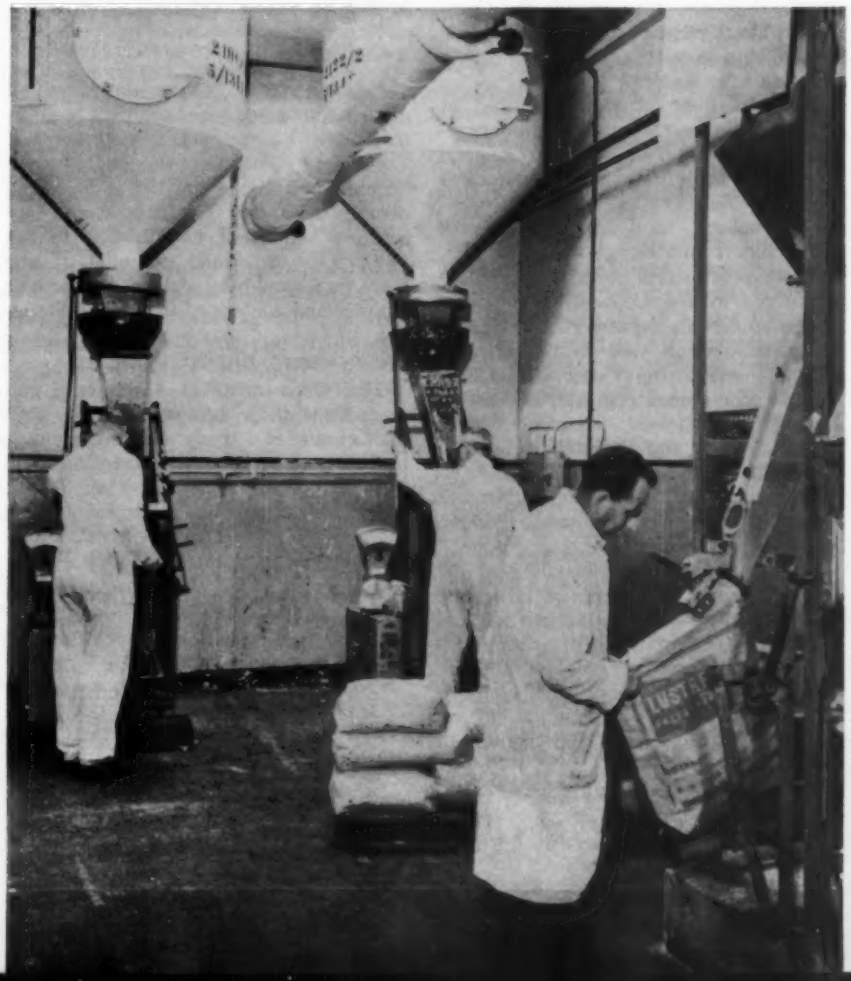
## With Communist countries

Interest in licensing with the countries of Eastern Europe has been heightened by several recent developments. The first was the adherence by the USSR to the International Convention for the Protection of Industrial Property (Paris Union), the leading international treaty in the patent and trademark field. Later, in March 1966, the Soviet Union joined the International Association for the Protection of Industrial Property.

Another was the formation of a special department in the Russian Government to handle foreign licensing matters. This organization, known as Licensintorg, was created as a special department in the Ministry of Foreign Trade. Licensintorg has already licensed firms in a number of Western countries to use Soviet inventions and processes on terms which seem to follow western practices.

Also, a *Guide to the Patenting of Foreign Inventions in the USSR* has been prepared by the Patent Department

**LICENSING AGREEMENTS** for foreign production of extensible paper last year won for U.S. company, Clupak, Inc., a Presidential E award. Below, bags purchased from Clupak licensees in Britain are being filled by Monsanto Chemicals, Ltd., workmen in Monmouthshire.



of the All-Union Chamber of Commerce, Moscow. An English translation of the Guide was published in the March 1966 issue of Industrial Property, monthly review of the United International Bureaux for the Protection of Intellectual Property, Geneva.

There has already been more licensing of western technology in certain Eastern European countries than is generally realized. The Belgrade Economic Review, for example, disclosed recently that between 1954 and 1964, Yugoslavia concluded 341 license contracts based on acquisition of foreign industrial rights, most of them with firms in the Free World. Czechoslovakia, which now has 73 foreign licenses in use, last year decided to buy 168 more and reportedly has about 100 agreements under negotiation.

## Considerations

The problems of dealing with Communist countries are many. Firms contemplating licensing agreements with these countries generally seem to give special attention to three such problems: How effective is the protection which these countries will afford to foreign-owned patents and other property rights? Will disputes which arise under these contracts be resolvable by arbitration in third countries outside the Communist bloc? What policing facilities will be available to permit audits of production and sales figures?

Some of these problems, as well as others, might be the subject of intergovernmental negotiation should Congress grant the authority recently requested by the President to negotiate most-favored-nation tariff treatment with Soviet bloc countries.

The export control licensing system administered by the Department of Commerce applies to exports of most kinds of technology, as well as to materials and equipment. In general, the USSR and the Communist countries of Eastern Europe are allowed to receive non-strategic goods and technology, but not items that contribute significantly to their economic or military potential; more liberal rules are applied to Poland, Rumania, and Yugoslavia.

Technology, or technical data as the Export Control Act names it, is defined by the export control regulations as "any professional, scientific information . . . which can be used or adapted for use in connection with any process, synthesis or operation, in the production, manufacture, utilization or construction of articles or materials."

Controls over exportation of technical data are maintained because it is thought that the United States possesses technology far more advanced and sophisticated than that known to other countries, particularly those within the Sino-Soviet bloc. We believe that the bloc countries might use such data in a way that would be detrimental to the security and welfare of this country.

Technical data controls are directed toward the bloc and every effort is made to administer them in such a way that normal commercial relations between the United States and free world countries will not be unduly disrupted.

The following General Licenses are applicable:

► GTDP (published data) and GTDS (scientific data not related to production) permit export of technical data to any destination without further reference to, or authorization from, the Department of Commerce.

► GTDU authorizes export of technical data to non-Soviet bloc countries provided the exporter receives certain assurances from the recipient of the data as to destinations to which the products of this data may be sent. Additionally, a validated license is required to export data relating to aircraft and certain airborne electronic equipment; neutron generators; maritime (civil) nuclear propulsion plants and nuclear weapons, nuclear explosive devices and nuclear testing items.

Exportation to bloc countries of all other unpublished technical data requires a validated license by the Department of Commerce. The Department approves license applications only if it has been demonstrated that the data would not make a significant contribution to the military or economic potential of the bloc that would be detrimental to the security and welfare of the United States.

## Government aid to licensing

The Department of Commerce and other Federal Government agencies conduct a number of programs to encourage trade expansion, to assist businessmen in entering overseas markets, and to facilitate their overseas operations. These programs have been emphasized and expanded in recent years as an important part of the broad program to combat the balance of payments deficit.

Many of the services provided under these governmental programs can be useful to firms engaged in licensing operations. The Agency for International Development seeks to increase investment by U.S. private enterprise in the economies of free less developed countries by guaranteeing investors against certain political and business risks. Specific risk guaranties are available in 74 less developed areas and countries against any or all of the following risks: inability to convert earnings or return of the original investment into dollars; loss due to expropriation; and damage to property resulting from war, revolution, or insurrection.

Guaranties are issued to cover an investment in the form of a licensing agreement for the use of patents, processes and techniques in exchange for royalty payments. Ordinarily, however, an agreement calling for payments of royalties or fees will not be eligible for guaranties unless the investment is intended to extend for at least 5 years.

Congress has specifically included these intangible assets in the investment guaranty program to encourage the spread of advanced technological methods. Trade names, trademarks and good will, while often closely associated with the license of patents, processes and techniques, are not eligible for guaranties. As of March 31, 1964, a total of 79 guaranties had been issued covering licenses, with a contract face value of $75 million. At present, coverage for such investments is primarily against inconvertibility.

To attract more investment, about 60 Governments have adopted special legislation or policy statements relating to the conditions for the investment of private capital. Some of these laws apply to the licensing of industrial property and their provisions should be checked to see if the benefits provided are available to licensing agreements. The laws usually cover such matters as provisions relating to entry and approval procedures, assurance against expropriation, right to transfer profits and capital, limited exemptions from income and property taxes, and exemption from payment of certain import duties.

## Role of tax policy

Tax policy is also playing an important role in the effort to find ways to in-

### the author

*Vincent Travaglini has been Director of the Foreign Business Practices Division since 1962. With the Commerce Department since 1948, he has served on U.S. delegations to international conferences on such matters as industrial property problems and restrictive business practices.*

crease U.S. private investment in less developed countries. Several tax treaties recently negotiated with less developed countries have included a 7% tax credit for U.S. investment in those countries.

In addition, a special treaty provision would allow deferral of tax on transfers of know-how in exchange for stock in new enterprises by deferring tax on such transfers until the stock received is disposed of.

Tax deferral would be available with respect to stock received in exchange for any of the following if transferred for use in connection with a trade or business actively conducted by the transferor in the other contracting state: Patents, inventions, models, designs, secret formulas or processes or similar property rights; information concerning industrial, commercial or scientific knowledge, experience, or skill; or technical, managerial, engineering, architectural, scientific, skilled, industrial, commercial, or like services.

No treaties containing these provisions are in effect yet; however, tax treaties which have been negotiated with Thailand, Israel and the Philippines are pending before the Senate Foreign Relations Committee. Technical discussions looking to similar treaties with other developing countries also are in progress.

## Commerce Bureau helps

How U.S. firms can increase their foreign earnings is a subject with which the Department of Commerce is deeply concerned.

The Department's Bureau of International Commerce has experts in many areas of specialized knowledge who are ready to help. They can provide economic, marketing and financial information—some of it free, and some at a very low cost where special services are required.

They can provide trade lists to help in finding customers, distributors, agents, and licensees abroad; world trade directory reports containing basic commercial and financial information on specific foreign firms and individuals; and all kinds of customs, tax, and legal information, including patent and trademark regulations abroad.

For $50, a special survey will be made on a firm's behalf by the U.S. Foreign Service to help find a qualified licensee in a specified country.

The Bureau periodically sends trade missions into promising foreign markets. The missions are basically selling teams sent out to develop business opportunities. The mission members talk in person with foreign businessmen. They take with them specific business proposals submitted by American firms. The teams include experts in various lines of business and industry, often including persons experienced in licensing techniques. They return with proposals and offers submitted by foreign firms and these are made freely available to the business community.

BIC also reviews reports submitted by U.S. Commercial Officers abroad for trade, investment and licensing opportunities. Most of them are published in INTERNATIONAL COMMERCE, and receive further dissemination as well. A goodly proportion of these opportunities report the interest of foreign companies in U.S. patent, trademark or other property rights.

Information on these and other Commerce services is available from Washington or any of the Department's Field Offices throughout the country.

### Read about it between covers

U.S. firms considering the possibility of licensing abroad may find of interest a variety of reference works on that subject. Among such publications are:

**International Licensing Agreements,** by Gotz M. Pollzien and George B. Bronfen. Bobbs-Merrill, Indianapolis, 1965. 426 pp., $22.50.

**Trademark Licensing: Domestic—Foreign.** The United States Trademark Association, New York, 1962. 90 pp., $2.

**Licensing in Foreign and Domestic Operations,** by Lawrence J. Eckstrom. Foreign Operations Service, Inc., Essex, Conn., 1964. 1059 pp., $32.50.

**International Trademark Protection,** by Eric D. Offner. Fieldston Press, New York, 1965. 285 pp., $20.

**Foreign Licensing Agreements: I. Evaluation and Planning,** Studies in Business Policy #86, National Industrial Conference Board, New York, 1958. 88 pp., $3 to NICB members.

**Foreign Licensing Agreements: II. Contract Negotiation and Administration,** Studies in Business Policy #91, National Industrial Conference Board, New York, 1959. 96 pp., $4 to NICB members.

There are a number of other developments and projects of general interest which will have the effect of eliminating at least some problems now faced by the investor and licensor. These include:

► Establishment of an arbitration center at the International Bank for Reconstruction and Development for the settlement of investment disputes between private parties and foreign governments.

► Possible U.S. adherence to the Madrid Arrangement, providing international trademark registrations for nationals and companies of member countries at low cost.

► Development of programs for international patent cooperation between national patent offices in the field of documentation, through exchange of search results and other information, and in harmonization of laws and procedures with other countries.

► Efforts to achieve international systems for protecting industrial property rights, such as the projects for uniform patent and trademark laws among the Scandinavian countries, the Agreement on Industrial Property among the 12 countries of the Afro-Malagasy Union, the Council of Europe's Convention on the Unification of Certain Points of Substantive Law on Patents, the proposed European patent and trademark laws, the proposal for a common trademark law for the Central American Common Market, and the preliminary steps being taken toward uniformity of industrial property laws for all of Latin America.

► Technical assistance to less developed countries to help establish adequate systems for the protection of industrial property rights.

► The OECD draft Convention on the Protection of Foreign Property, now being discussed, which would establish rules and procedures to assure fair and equitable treatment and protection of foreign property by the governments of the countries in which that property is located.

## Recent developments

Two recent developments indicate that licensing has indeed come of age. One was the establishment last October of a Licensing Executive Society, formed principally to exchange experiences of principal companies involved in licensing. The other was presentation of the President's "E" Award for outstanding contributions to the increase in world trade to Clupak, Inc., a worldwide licensing and research organization. This was the first licensing organization to be so honored.

BASIC MARKETING GUIDE

# 'OBR' is export roadmap

## Subscription list includes most of the top 500 manufacturing firms; 155 areas covered

By FREDERIC S. OTIS

*Office of Publications and Information, DIB*

Among the biggest bargains in world marketing information offered by the Government today are the Overseas Business Reports published by the Department of Commerce. With 500 titles listed in the latest Checklist of International Business Publications, the OBR series covers 155 different countries and geographic areas. Some 4,000 business firms and organizations in the United States receive approximately 100 new Reports each year, at a total cost of only $13.

The Reports are written by expert commercial analysts in U.S. Embassies overseas and area and commodity experts in the Department of Commerce. They provide basic, authoritative information for exporters, importers, manufacturers, investors, researchers and others concerned with international trade and economic conditions. A study of the subscription list reveals that the great majority of the 500 largest business firms in the U.S. use the service, as well as many small manufacturing and exporting firms.

### Eleven major categories

The Reports are published under 11 major categories, of which the Basic Data (100 titles) and the Market Profiles (6 titles) appear to be the most popular, according to the individual copy sale. Basic Data OBRs vary in size from 12 to 28 pages and include general information on the geography, population, government, the structure of the economy, and a detailed industrial report, as well as information on the labor situation, finance, and trade patterns. A map, tables, and a bibliography are usually included.

Typical of the Market Profile OBRs is No. 66-36, published in June. This 40-page booklet includes a page devoted to 39 selected countries of Africa. Each summary devotes several paragraphs to the country's foreign trade, foreign investment, finance, economy, basic economic facilities, natural resources and the people. Readers who have all six titles in this series, have a quick, and accurate reference to every principal market in the world.

There are 80 titles in the Foreign Trade Regulation series and 30 OBRs are devoted to "Establishing a Business In . . ." Other categories include "Foreign Trade Regulations," "Market Factors," "Investment Factors and Laws," "Import Tariff Systems," "Economic Developments," "Preparing Shipments," "Selling in . . .," and "Living Conditions."

### For easy reference

As the result of a suggestion by the President of one of the oldest manufacturing-exporting firms in the U.S., all OBRs are punched to fit a standard three-ring binder. All are numbered. As an example, "Basic Data on the Economy of Czechoslovakia" is OBR 66-30, indicating it was the 30th title in the 1966 series. Some subscribers have indicated they are in the habit of filing their OBRs by countries while others prefer to file them by categories. This latter system is most prevalent in the case of the Market Profile series where the six titles provide a ready reference that is almost impossible to duplicate from any other source.

All new titles are announced as they become available, in the "New Books and Reports" section of INTERNATIONAL COMMERCE, and non-subscribers to the service may obtain individual copies at a cost of 15¢.

In addition to announcing all new OBRs, INTERNATIONAL COMMERCE publishes in the "Worldwide Business Outlook" section reports from U.S. commercial officers overseas that are the basis for updating the OBRs by many readers. A recent survey of INTERNATIONAL COMMERCE readers indicated that a surprisingly high percentage make a regular practice of using the columns of the magazine to update their OBR reference material. Items in the "U.S. Government Actions" and "Foreign Government Ac-

**INSTRUCTIONS TO A POTENTIAL OBR AUTHOR are given to a new commercial officer about to depart for the Near East. Left to right, Emil Stavriotis, Michael Dowling, George Ayres and D. A. Kearns-Preston. Dowling will soon report for duty in Jidda, Saudi Arabia. Kearns-Preston is Director of the OIRE Near East-South Asia Division. Ayres heads Trade Regulations, and Stavriotis is a country analyst.**

tions" pages often indicate the OBR number requiring a change.

The Reports have been published for more than 80 years, under many different titles. The Department of Commerce Library in Washington contains files of the "Special Consular Reports" that go back to the 1880's. In 1903 Congress formally authorized the investigation of trade conditions abroad and the Secretary of Commerce and Labor published the reports of his "Special Agents" (since replaced by Commercial Officers and attaches). These predecessors of the OBRs were carefully compiled under the direction of Oscar S. Straus, the Secretary of Commerce and Labor, for the members of Congress, but were also made available to interested businessmen.

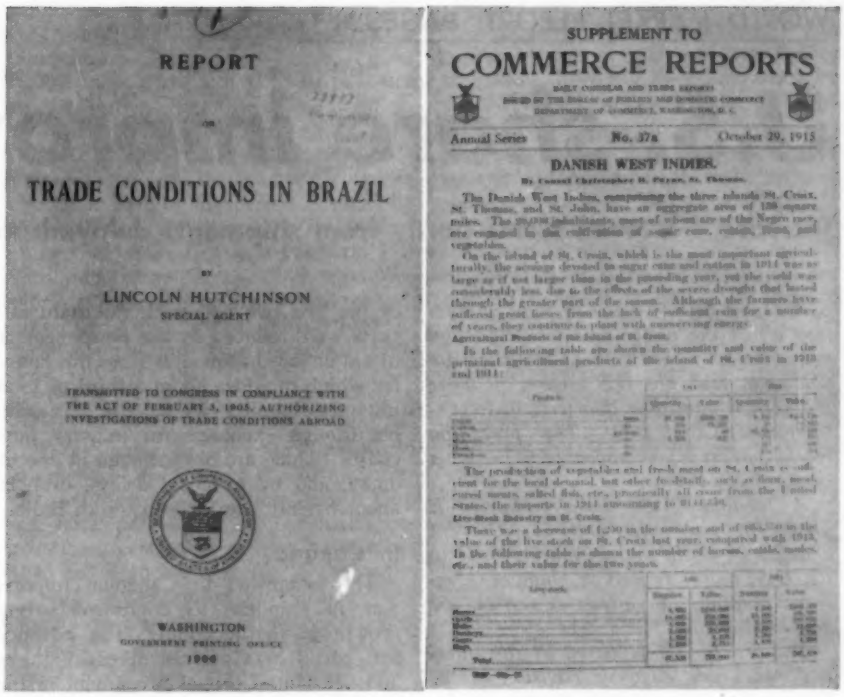
In 1915 much of the trade information made available to U.S. businessmen was published as supplements to COMMERCE REPORTS, a predecessor of INTERNATIONAL COMMERCE. This series included all of the daily consular and trade reports received by the Department.

## New department's duty

After World War I and several years after Commerce and Labor became separate Departments, the Bureau of Foreign and Domestic Commerce was organized. The dissemination of trade information to the business community was recognized as one of the most important requirements of the Department, and under the guiding hand of Secretary Herbert Hoover there appeared a series titled "Trade Information Bulletins" that soon became widely knows as "TIBs." Secretary Hoover himself was the author of one of the most widely read monographs on "World Trade Monopolies," in which the United States made known its determination to free itself of this foreign trade domination.

At the same time the Department published a series of booklets called the "Trade Information Series," and another titled "Trade and Economic Reviews." In 1927 there also appeared a mimeographed bulletin called simply "Domestic Commerce."

World War II stopped the flow of much of this world trade information and since all U.S. industry was mobilized behind the war effort, there was little requirement for the series. At the end of the war the service was resumed and appeared under two titles: "International Reference Service" and "World Trade in Commodities." A third series, "Business Information Service," appeared for several years. All were superseded by "World Trade Information Service," or "WTIS." Many of these titles are still in circulation.



REPORT

ON

TRADE CONDITIONS IN BRAZIL

BY

LINCOLN HUTCHINSON

SPECIAL AGENT

TRANSMITTED TO CONGRESS IN COMPLIANCE WITH THE ACT OF FEBRUARY 5, 1903, AUTHORIZING INVESTIGATIONS OF TRADE CONDITIONS ABROAD

WASHINGTON

GOVERNMENT PRINTING OFFICE

1909

SUPPLEMENT TO

COMMERCE REPORTS

DAILY CONSULAR AND TRADE REPORTS

ISSUED BY THE BUREAU OF FOREIGN AND DOMESTIC COMMERCE

DEPARTMENT OF COMMERCE, WASHINGTON, D. C.

Annual Series No. 37a October 29, 1915

DANISH WEST INDIES.

By Consul Christopher H. Payne, St. Thomas.

The Danish West Indies, comprising the three islands St. Croix, St. Thomas, and St. John, have an aggregate area of 138 square miles. The 26,000 inhabitants, most of whom are of the Negro race, are engaged in the cultivation of sugar cane, cotton, fruits, and vegetables.

On the island of St. Croix, which is the most important agricultural, the acreage devoted to sugar cane and cotton in 1914 was no large as it was larger than in the preceding year, yet the yield was considerably less, due to the effects of the severe drought that lasted through the greater part of the season. Although the farmers have suffered great losses from the lack of sufficient rain for a number of years, they continue to plant with unswerving energy.

Agricultural Products of the Island of St. Croix.

In the following table are shown the quantity and value of the principal agricultural products of the island of St. Croix in 1910 and 1914:

| Products. | 1914 | | 1910 | |
|---|---|---|---|---|
| | Quantity. | Value. | Quantity. | Value. |
| | | | | |

The production of vegetables and fresh meat on St. Croix is sufficient for the local demand, but other foodstuffs, such as flour, meal, cured meats, salted fish, etc., practically all come from the United States, the imports in 1914 amounting to $[illegible].

Live-Stock Industry on St. Croix.

There was a decrease of [illegible] in the number and of [illegible] in the value of the live stock on St. Croix last year, compared with 1913. In the following table is shown the number of horses, cattle, mules, etc., and their value for the two years.

| Live stock. | 1914 | | 1913 | |
|---|---|---|---|---|
| | Number. | Value. | Number. | Value. |
| | | | | |
| Total. | | | | |

PREDECESSOR OF THE CURRENT OBR was the Special Agent series. It was published later as supplementary material to the magazine "Commerce Reports," forerunner to the present "International Commerce," as shown at right. Under many titles, Overseas Business Reports have had an 80-year history.

In 1963 the first "Overseas Business Report" appeared, replacing the World Trade Information Service. Since then the commercial experts in the Foreign Service and in the Department of Commerce have combined to write and publish over 400 titles. Many of the titles have been reprinted several times.

Businessmen may obtain a free copy of the Checklist of all Bureau of International Commerce Publications by writing their local Field Office, or the Department of Commerce in Washington. The Checklist, which was published in the July 11 issue of INTERNATIONAL COMMERCE, includes all OBR titles, listed both by countries, and by subject matter. OBRs may be purchased at any Commerce Field Office, at the Government Printing Office from the Public Documents Section, or directly from the Department of Commerce, Sales & Distribution section.

*Frederic S. Otis, who was Managing Editor of this magazine from June, 1962, to November, 1965, now heads the publications division of the Office of Publications and Information, Domestic and International Business.*

## A thousand authors

Who writes an OBR?

Often an Overseas Business Report will carry the name of the principal desk officer in the Office of International Regional Economics, the Bureau of International Commerce or the commodity expert in the Business and Defense Administration that prepared the final copy. But seldom is he or she, the sole author. Usually several other experts in the Bureau have assisted. And almost without exception the reports are based on information received by airgram from the U.S. Embassy or Consulate in the subject area.

Since there are 500 titles now current in the series, it is safe to say that there are 1,000 authors—not to mention the supervisors, editors, and division chiefs who have added their contribution to the report.

The popularity of the works of these 1,000 and more authors is attested to by the fact that many titles are reprinted several times, often within weeks of the original issue.

WORLD MARKET REPORT, PAGES 8-11

# U.S. share improves

## Increase, however, stems partly from shipments delayed earlier by dock strike

*A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in* INTERNATIONAL COMMERCE. *The preceding world market report appeared in the issue of April 25, 1966.*

*A tabulation on these countries is given on pages 10 and 11. Current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of various countries, are discussed below.*

*The article was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.*

Paralleling the strong upward movement of world trade in the last 12 months has been a rising demand for U.S. products.

All but a few of the major trading nations for which current data are shown in the accompaning table reported substantial import gains in recent months. In well over half of them, U.S. products accounted for a larger share of the total than in the preceding 12 months.

The improvement over the U.S. share position as reported in this quarterly series during the last year stems in part from the fact that data for most countries include the bulge in imports received from this country in the months following last year's dock strike. Statistics reported previously also encompassed the period of lowered imports during the strike.

At the end of the first quarter, the majority of the 50 countries shown in the table had larger gold and foreign exchange reserves than at the same time a year ago. Several of the developed nations, however, recorded major declines.

Imports into about half of the 50 major free-world trading countries rose by 10% or more in the last year.

Only three areas for which 1966 data are available—Colombia, Brazil, and Pakistan—reported absolute declines in foreign purchases. Import and fiscal restrictions continued to limit the purchases of the first two countries. Pakistani imports were reduced by the postponement of aid-financed shipments from this country which provides about a third of total imported supplies, by the use of available foreign exchange for military purchases (which are not included in import data), and by technical delays, brought about by last year's conflict with India.

### In Canada

The expansion in Canadian imports was in response to continued strong growth in that economy. The advance was paced by Government expenditures and substantial capital investment in the private sector, particularly in the paper, metal, transportation equipment, and chemical industries.

Imports into Spain climbed by 35% to meet the growing requirements of that country's four-year economic development plan. In addition, substantial amounts of food were imported by the Government as part of a program to curb steep increases in prices. Greek imports, up 27% over year ago levels, rose as foreign purchases of both raw materials and capital goods expanded strongly.

Imports into Italy, which have been below the previous year's total until recently, increased by 10% in the last 12 months over the like months of 1964-65. The greatly improved economic climate, as evidenced by growing industrial activity and rising consumer demand, resulted in a need for larger imports.

The expansion in German purchases, which has for several quarters been reported about 20% higher than in the previous 12 months, moderated somewhat. A squeeze on profits, increasing credit costs, and a slowdown in capital investment have reduced the rate of advance in German economic activity, which in turn has resulted in a slowing in the rate of import expansion to 14%. Austrian purchases abroad rose because of the need for additional food to compensate for last year's poor harvest and for other types of goods required as a result of structural weaknesses in the domestic manufacturing sector.

Foreign purchases of the United Kingdom picked up considerably in the past 12 months. That country experienced a moderate, but uneven rise in economic activity. Imports of manufactures and semimanufactures continued to bear a 10% surcharge, reduced from 15% last April, which dampened somewhat the expansion in foreign purchases.

A general low level of economic activity attributable to various factors, including below-normal capital investment outlays and stagnating industrial production, resulted in increases of 5% or less in imports into Denmark, Sweden, and Switzerland. With the exception of Switzerland, such gains over the preceding 12 months were far below those recorded in the last several reports in this series.

Most of the developing countries reported increases, many of them substantial, in their imports. Taiwan, where the rise was 41% over year ago levels, continued to undergo a sharp expansion in the industrial sector, requiring large imports of foreign goods. The Peruvian development program, involving substantial investments, provided a powerful stimulus to the economy and was responsible in large part for the nearly one-third increase in imports.

### Major U.S. share gains

In the latest 12 months, the share taken by U.S. products expanded in six of our ten major markets—the United Kingdom, Netherlands, Australia, India, Canada, and Japan. U.S. share gains also were registered in many of the other key markets shown in the accompanying table.

United Kingdom imports from this country rose nearly twice as fast as total foreign purchases. Britain's modernization program, with consequent heavy demand for the type of commodities in which the United States is highly competitive—machinery, transport equipment, and chemicals—helped bring about a rise in our share of that country's imports.

U.S. goods accounted for a considerably greater share of the Dutch market in the last 12 months than formerly.

Liberalization of import restrictions on industrial coal, combined with aggressive marketing by U.S. businessmen of other commodities, helped bring about this result. The expansion in Australia's imports from the United States moderated somewhat in the last 12 months. Nevertheless, the current 15% gain was considerably greater than the rise in total imports, giving the United States a larger share of the Australian market.

India's imports from the United States advanced 29% in value over the previous 12 months, well in excess of the overall 20% expansion. This country has been supplying exceptional quantities of wheat to India in recent months under PL-480 programs in order to help meet India's rising import requirements.

The United States also took a slightly larger share of the market in Canada and Japan. After showing little or no expansion for some time, Japanese production began to rise again in the early months of the year. This change has required the replenishment of raw material stocks—a category of imports in which the United States is a key supplier. For the last two years covered by data in the table, Canadian imports from this country, encouraged by close economic ties between the two nations, have grown at a faster pace than total foreign purchases. In the first 4 months of this year, goods from the United States accounted for 73.6% of Canada's imports.

## Decline in four chief markets

Among the major ten U.S. markets for which current data are available, Germany, France, Italy, and Mexico were the only ones where imports from this country registered a fall. Although purchases here were higher in value than in the previous 12 months, except by Mexico, our share of the total dropped somewhat in each of these four markets. The lowering of internal tariff barriers in the Common Market has tended increasingly to cause intra-EEC trade to expand at the expense of countries outside the market. In Mexico, the gradual erosion of our share has resulted from aggressive sales efforts by Western European countries, especially members of the EEC.

Among all the countries on the attached list, New Zealand and Trinidad-Tobago led in the rate of expansion in imports from this country, with gains of 40% or more. In Trinidad-Tobago, the U.S. share has expanded partially because of sizable U.S. investment there. The sharply increased U.S. share of New Zealand's imports reflected higher purchases from this country of chemicals, machinery, and transportation equipment.

The most significant U.S. share losses in the last 12 months, in addition to those mentioned, were those in Pakistan and Korea. The absence of new AID commitments by the United States in the latter part of the period covered by the data was the principal factor that caused our share to fall in Pakistan. The substantial drop in the U.S. share of Korea's imports stemmed from the decrease in AID-financed imports and intense competition from Japanese products.

## Reserves tend to rise

Total reserves of the free-world countries at the end of the first quarter of 1966 were $2.1 billion higher than the same period in 1965, as major declines in certain countries were more than balanced by increases in others.

With the exception of Germany and Spain, most of the European countries registered increases. The Federal Republic of Germany's $519 million reduction in reserves reflected a drop in the inflow of short-term capital, an increase in net service payments, and a fall-off in unilateral transfers. The $244 million drop in Spain's foreign reserves was attributable principally to its sharp trade deficit in the first quarter.

British reserves expanded by more than 50%, primarily as a result of the transfer of dollar securities from the U.K. Treasury to official foreign exchange holdings. Substantial increases in reserves, over $500 million each, were registered by France and Italy. Elsewhere in Europe, most countries recorded higher reserve levels. Norway's increase was accounted for by the fact that proceeds of heavy long-term borrowing abroad in 1965 were substantially unused as of the end of March.

Of the three major developed countries heavily dependent on raw material exports, South Africa increased its foreign exchange holdings, while those of Australia and New Zealand fell. The rise in South African reserves stemmed from a substantial inflow of long- and short-term foreign capital. A continuing adverse trade balance was largely responsible for the decline in Australia's reserves.

Most of the developing countries' reserve holdings were higher at the end of the first quarter 1966 than at the same period in 1965. In Argentina, a substantially higher trade surplus helped account for the improved position. The increase in Indian reserves apparently reflected success in the National Defense Remittance Scheme, as well as net drawings on the International Monetary Fund.

Iran, which sustained the largest reserve decline among the developing countries, lost reserves as a result of deficits in both the trade and capital accounts. Peru's loss also stemmed from a trade deficit, generated by strong import demand related to the economic expansion program.

**U.S. SHARE of Netherlands market has expanded considerably during past year. Below, customers view exhibit of a U.S. firm's freezing machine at industries fair, MACHEVO, held biennially in Utrecht.**

# Bureau of International Commerce

# World

**The 50 markets shown below accounted for 90% of 1965 imports into all free-world foreign**

Value in millions of dollars

Published

| Country | 1965 imports | | | 1966 imports January through latest month | | | | Import change in latest 12 months compared with preceding 12 months | | Reserves at end of first quarter | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | From world | From U.S. | U.S. share % | Latest month | From world | From U.S. | U.S. share % | From world % | From U.S. % | 1965 | 1966 |
| **Germany, Fed. Rep.** | 17,625 | 2,299 | 13.0 | May | 7,546 | 927 | 12.3 | +14 | + 6 | 7,740 | 7,221 |
| **United Kingdom** | 16,138 | 1,886 | 11.7 | May | 7,131 | 892 | 12.5 | + 6 | +11 | 2,330 | 3,573 |
| **France** | 10,345 | 1,088 | 10.5 | May | 4,929 | 505 | 10.2 | + 9 | + 3 | 5,958 | 6,461 |
| **Canada** | 8,710 | 6,102 | 70.0 | Apr. | 2,984 | 2,198 | 73.6 | +18 | +20 | 2,814 | 2,898 |
| **Japan** | 8,170 | 2,366 | 29.0 | Apr. | 3,020 | 878 | 29.1 | + 7 | + 9 | 2,074 | 2,154 |
| **Netherlands** | 7,463 | 765 | 10.3 | Apr. | 2,711 | 400 | 14.8 | +10 | +28 | 2,338 | 2,369 |
| **Italy** | 7,347 | 989 | 13.5 | Mar. | 2,112 | 278 | 13.1 | +10 | + 8 | 3,661 | 4,228 |
| **Belgium-Luxembourg** | 6,374 | 550 | 8.6 | Mar. | 1,672 | 140 | 8.4 | +10 | +17 | 2,210 | 2,279 |
| **Sweden** | 4,378 | 415 | 9.5 | Apr. | 1,177 | 113 | 9.6 | + 3 | + 7 | 1,059 | 1,012 |
| **Australia** | 3,748 | 885 | 23.6 | Mar. | 914 | 224 | 24.5 | + 9 | +15 | 1,781 | 1,609 |
| **Switzerland** | 3,707 | 315 | 8.5 | May | 1,590 | 156 | 9.8 | + 4 | + 9 | 2,954 | 2,833 |
| **Spain** | 3,024 | 528 | 17.4 | May | 1,585 | 281 | 17.7 | +35 | +50 | 1,509 | 1,265 |
| **India** | 2,990 | 1,083 | 36.2 | Jan. | 194 | 60 | 30.7 | +20 | +29 | 524 | 625 |
| **Denmark** | 2,812 | 240 | 8.6 | Mar. | 737 | 66 | 9.0 | + 5 | +19 | 572 | 622 |
| **South Africa** | 2,696 | .... | .... | Mar. | 591 | .... | .... | + 8 | ([1]) | 636 | 684 |
| **Norway** | 2,206 | 155 | 7.0 | May | 937 | 69 | 7.4 | + 6 | +17 | 390 | 456 |
| **Austria** | 2,100 | 92 | 4.4 | May | 951 | 45 | 4.8 | +14 | +11 | 1,261 | 1,250 |
| **Finland** | 1,646 | 101 | 6.2 | Apr. | 527 | 35 | 6.7 | + 6 | +14 | 358 | 251 |
| **Hong Kong** | 1,569 | 174 | 11.1 | May | 658 | 71 | 10.8 | + 1 | + 1 | ([1]) | ([1]) |
| **Mexico** | 1,561 | 1,026 | 65.8 | Apr. | 497 | 326 | 65.5 | + 6 | − 1 | 577 | [2]534 |
| **Yugoslavia** | 1,288 | 190 | 14.8 | Mar. | 369 | 60 | 16.3 | + 8 | +18 | 71 | 92 |
| **Venezuela** | 1,278 | .... | .... | .... | .... | .... | .... | − ([3]) | ([1]) | 804 | 819 |
| **Singapore** | 1,244 | 63 | 5.1 | Mar. | 329 | 15 | 4.6 | + 7 | + 6 | ([1]) | ([1]) |
| **Argentina** | 1,198 | 273 | 22.8 | Jan. | 86 | 17 | 19.6 | + 9 | + 6 | 112 | 280 |
| **Greece** | 1,134 | 113 | 9.9 | Feb. | 172 | 18 | 10.2 | +27 | +16 | 264 | 269 |

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1965, for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, Philippines, South Africa, and Venezuela. Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

[1] Not available.

# market report

## markets and 93% of imports from the United States

quarterly

| Country | 1965 imports | | | 1966 imports January through latest month | | | | Import change in latest 12 months compared with preceding 12 months | | Reserves at end of first quarter | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | From world | From U.S. | U.S. share % | Latest month | From world | From U.S. | U.S. share % | From world % | From U.S. % | 1965 | 1966 |
| Brazil | 1,098 | 326 | 29.7 | Feb. | 196 | 86 | 43.8 | −10 | −16 | 459 | [4]704 |
| New Zealand | 1,055 | 128 | 12.2 | Mar. | 270 | 29 | 10.6 | +14 | +42 | 198 | 106 |
| Pakistan | 1,043 | 365 | 35.0 | Mar. | 222 | 80 | 35.8 | − 6 | −16 | 247 | 279 |
| Ireland | 1,041 | 84 | 8.0 | Feb. | 150 | 13 | 8.4 | + 6 | +28 | 451 | 439 |
| U.A.R. (Egypt) | 934 | 189 | 20.2 | .... | .... | .... | .... | − 2 | −34 | 196 | 172 |
| Portugal | 896 | 72 | 8.0 | Apr. | 264 | 19 | 7.2 | +11 | + 7 | 944 | 1,001 |
| Philippines | 895 | 312 | 34.8 | Mar. | 224 | 80 | 35.6 | +14 | + 4 | 137 | 189 |
| Iran | 860 | 155 | 18.0 | Mar. | 252 | 41 | 16.2 | +17 | +19 | 345 | 271 |
| Israel | 832 | 212 | 25.5 | Apr. | 289 | 84 | 29.0 | + 6 | +10 | 612 | 665 |
| Nigeria | 770 | 93 | 12.0 | .... | .... | .... | .... | + 8 | +14 | 208 | 217 |
| Thailand | 730 | 141 | 19.4 | .... | .... | .... | .... | + 6 | +28 | 689 | [5]700 |
| Peru | 730 | 290 | 39.8 | Apr. | 249 | 99 | 39.7 | +31 | +33 | 201 | 159 |
| Chile | 604 | 237 | 39.3 | .... | .... | .... | .... | − 1 | + 7 | 102 | 101 |
| Turkey | 577 | 162 | 28.1 | May | 292 | 64 | 22.1 | +24 | − 2 | 131 | 135 |
| Taiwan | 556 | 177 | 31.8 | Jan. | 56 | 19 | 34.5 | +41 | +30 | 306 | 295 |
| Trinidad and Tobago | 475 | 80 | 16.9 | Jan. | 38 | 6 | 15.2 | +13 | +40 | (1) | (1) |
| Colombia | 453 | 217 | 47.9 | Jan. | 44 | 23 | 51.4 | −21 | −21 | 114 | 78 |
| Korea, Rep. | 450 | 182 | 40.5 | Feb. | 85 | 34 | 40.8 | +27 | + 2 | 125 | 158 |
| Viet-Nam, Rep. | 353 | 162 | 45.8 | .... | .... | .... | .... | +19 | +28 | 132 | 186 |
| Libya | 320 | 55 | 17.1 | .... | .... | .... | .... | +10 | −19 | 169 | 218 |
| Congo (Kinshasa) | 320 | 76 | 23.6 | .... | .... | .... | .... | +11 | +10 | (1) | (1) |
| Jamaica | 295 | 90 | 30.6 | .... | .... | .... | .... | + 5 | + 4 | 105 | 131 |
| Guatemala | 229 | 97 | 42.3 | .... | .... | .... | .... | +14 | + 8 | 90 | 88 |
| Panama | 219 | .... | .... | .... | .... | .... | .... | +11 | (1) | 26 | [6]30 |
| El Salvador | 197 | 63 | 32.1 | .... | .... | .... | .... | + 3 | − 5 | 69 | 70 |

[2] End of February.
[3] Less than 0.5%.
[4] End of January.
[5] End of June 1965.
[6] End of December 1965.

Source: Official trade statistics of listed countries.
International Monetary Fund, International Financial Statistics.

EMPLOYEES SHARE IN THE CELEBRATION as Oshkosh Motor Truck gets its 'E' flag. Roy L. Morgan, Commerce Department, presents it to John P. Mosling.

# Entire new line, family market drive, versatility in promotion win 'E' awards for three firms

## Oshkosh, Hammond, Schuco are among latest additions to President's honor list for initiative in export expansion

A truck builder with a new line developed especially for export, an organ maker expanding from public to family markets overseas, and a combination export firm bringing more than 100 U.S. medical and dental suppliers into world trade have been added recently to the honor list of Presidential 'E' for Export Excellence winners.

Oshkosh Motor Truck's basic product at the time it decided to enter the export market was an all-wheel-drive vehicle, either 4 x 4 or 6 x 6 and basically for snow removal or ready-mix concrete carrying. Sales were at the mercy of the weather, in the case of snow removal, or of general economic conditions, in the case of ready-mix concrete carriers.

Therefore, if the company were to continue in this competitive market, it felt that it had to broaden its base of operation. As a result, a line of heavy-duty tractor units was developed for use in the foreign market.

Oshkosh follows established marketing ideas based on the philosophy that the key to success is a well-established dealer organization.

Past experience indicated that the desired volume of distribution could not be obtained by relying upon agents and brokers working only with specification sheets for the product. Dealers would have to have sufficient product familiarity to be able to sell it for special applications. Through the efforts of company personnel on numerous foreign trips, and the employment of a special foreign representative, approximately 40 foreign dealers contracted with Oshkosh.

In setting up its dealer organization, Oshkosh realized the need for particularly strong dealers in certain areas to market the new truck in sufficient volume to cover the overhead of providing effective sales and service support.

In these areas, the Caterpillar dealers were felt to be the best, but there had to be an incentive for them to take on the Oshkosh line. The new truck was provided with Caterpillar power, promoted and marketed to Caterpillar dealers as a companion line ideally suited for transporting heavy Catepillar equipment. These dealers have now become prime outlets.

Continual contact is maintained with new dealers to keep up interest and merchandising efforts, and to provide spare parts and service training on the vehicles. As volume representation was developed, a program of dealer contact was set up by assigning sales personnel as liaison men for specific areas of the world. Factory sales personnel continued to cover other areas through foreign travel.

Service engineers from the factory also made foreign trips to points where trucks were being delivered and spent weeks at a time putting the trucks into service and

training the dealer's maintenance personnel.

In developing volume in specific areas, it was found that the dealers looked for financing as a matter of course. Letter of credit terms were not practical with a volume dealer, and the firm's financial capacity for extending long-term credit was almost non-existent.

A separate subsidiary finance company was organized with separate lines of credit to handle both domestic and foreign financing. Because no knowledge or facilities existed in Oshkosh, a direct relationship was established with the Foreign Credit Insurance Association, and credit programs covered by FCIA insurance for specific dealers and transactions were set up to utilize medium-term credits.

Export of finished trucks to certain markets can subject the foreign importer to large duties, sometimes to the point where the resultant increase in product price make it impractical for resale. Where the dealer has sufficient facilities, Oshkosh ships the partially-assembled truck in crates for the dealer to assemble and paint in his own country. Thus the truck is imported as components rather than as a finished truck, and the prohibitive duties are avoided.

## Sharing costs

Oshkosh will bear up to 50% of the cost of translating company literature into any language the dealers wish, as well as support 50% of any direct advertising a dealer wishes to engage in, in local magazines, trade papers, etc. English language literature is also directed toward the export market. This is generally directed toward "image" rather than specific product.

Oshkosh's president, John P. Mosling, accepted his firm's award from Field Service Director Roy L. Morgan, during an outdoor ceremony at the plant on June 29, to which the plant force was invited.

Hammond Organ's principal foreign markets have been churches, schools and places of public entertainment, but the company expects to broaden its export sales through shipments of organs for use in homes.

Foreign distributors are obtained through applications by interested parties to the company's Chicago headquarters, through contacts developed at overseas trade fairs, through leads supplied by the Department of Commerce, and through personal visits by company officials to prospective dealers. Increasing personal contact with overseas distributors is planned, such as the meeting attended by Hammond's principal foreign distributors in Chicago during June, 1965.

In cooperation with its distributors, the company has participated in numerous fairs, and plans are being made to increase active participation in international commercial exhibits.

Promotional material is prepared in English, French and Spanish and an increase in the number of languages is being made. The company places national advertising in magazines in Europe, Australia and Canada. In cooperation with distributors, this program will be expanded to Africa and Latin America.

## Local models

Organs for delivery abroad are modified according to local requirements for different electrical voltages and frequencies, fire and shock hazards and, where necessary, they are tropic-proofed. The company assumes responsibility for the condition of its products on arrival overseas. The distributors and dealers provide service on organs they sell and the company cooperates in the training of their service men.

Sales training experts from the company's Chicago headquarters have visited some distributors to conduct special courses in sales training, and it is planned to increase that program.

Joint ventures have been formed in England, Mexico, and South Africa, rather than establishing branches of the company in those countries, to take advantage of established organizations and personnel with knowledge and experience of local business conditions.

Hammond's board chairman Stanley M. Sorenson accepted the award from David R. Baldwin, Assistant Secretary of Commerce for Administration.

Schueler & Co., the third winner, represents more than 100 manufacturers in the medical, hospital, surgical and dental fields.

The company's dominant purchasing position assures advantageous prices in virtually all instances. Its own warehousing and shipping facilities enable it to consolidate orders.

A primary exposure in foreign markets is through exhibition in technical and hospital shows and dental conventions. Through participation in the London, Frankfurt, Milan and Tokyo Trade Center shows, the company not only met additional commercial prospects, but hospital directors, outstanding surgeons, public health officials, ministers of health, physicists, scientists, chemists and other professional consumers who are the end users of their products.

## Uses advertising

The company advertises in American magazines such as "El Hospital", "El Farmaceutico", "A.S.T.A." and "Surgical Business" which are widely read in foreign countries, and in other trade magazines such as "Dental Echo", "World Hospitals" and "Medizinalmarkt" in Germany.

A well-organized traffic department reduces customer costs and results in increased efficiency in handling orders. Inasmuch as hospitals and laboratories require everything from safety pins to X-ray equipment, it is not economical for them or their dealers to purchase through 100 different orders from various suppliers. Schuco offers them a centralized

**A FAMILIAR TRADE EXHIBITION ROLE** is played in Tokyo by Hassan Schueler (2nd from left), president of the award-winning export firm that bears his name. He specializes in medical and dental supplies.

AT HAMMOND 'E' PRESENTATION were (left) board chairman Stanley M. Sorenson and Commerce Department's Assistant Secretary for Administration David R. Baldwin.

purchasing service.

The company conducts a program to train foreign representatives or sales personnel of the larger distributors. Technical salesmen are invited to New York for a minimum of four weeks, with half of their traveling expenses paid by Schuco. During their stay in the United States, Schuco pays all hotel and food expenses, while training them in the type of instrumentation exclusively exported by the company.

To further public relations, showrooms for American-made merchandise are provided in London, Hamburg, Rome, Tokyo and Karachi.

Schuco is now successfully introducing a mass-inoculation device known as Hupospray, which replaces hypodermic syringes and needles, utilizing the principle of an air rifle. This program is of particular interest to the developing countries, especially for mass-inoculation against small pox, measles and typhoid fever.

Much of the firm's success in recent years is due to the creation of a cooperative profit-sharing plan, in which distributors and representatives become share-holders and participate financially in the company's growth through mutual profit-sharing.

Company president Hassan E. Schueler received his company's award from New York Field Office Director, Arthur C. Rutzen, in a ceremony in the company's New York office.

# Air Cargo volume climbs 27% in '65

## U.S. accounts for 55% of world cargo traffic

Air cargo totals are flying higher and higher. World volume of such traffic increased 27% in 1965, according to preliminary statistics released by the International Civil Aviation Organization. The increase follows a 20% climb in 1964.

U.S. international and domestic airlines, accounting for 55% of world cargo traffic, recorded an increase of 31% in 1965. International air cargo as a whole showed a 45% increase and on the North Atlantic volume also increased 45%.

Data is not available to indicate what proportion of the 45% increase in international traffic was on all-cargo flights. On the North Atlantic, where nearly half of the cargo traffic is carried on all-cargo flights, an increase in volume of 52% was recorded.

Increases in other fields of world air transport in 1965 were equal to, or greater, than those in 1964. Passenger-kilometers increased 16%, the same as 1964, and mail traffic showed a substantial 21% increase compared with 6% in 1964.

The absolute increase in total ton-kilometers performed was 3,700 million (2,534 million ton-miles), which is the largest ever recorded and represents the addition of a volume of transportation about equal to the total performed in 1950.

The substantial increases in traffic volume did not produce any general increases in load factors. Passenger load factors remained at 56% and the overall weight load factors were 54% on international services and 50% on domestic.

Low load factors are attributed by the ICAO to strong seasonal fluctuations in passenger demand and the utilization of large jet airliners creating added capacity.

## Portugal joins IFC

Portugal has joined the International Finance Corporation (IFC) an affiliate of the World Bank. The country's subscription to the capital stock of the Corporation is 443 shares, with a total par value of $443,000.

IFC's membership now stands at 82 countries. Total subscribed capital is $99.8 million.

## Mexico market guide

"Prospects for the continuation of a high level of U.S. exports to Mexico are excellent," according to a new marketing guide published by the U.S. Department of Commerce.

The 66-page guide, "Mexico: A Market for U.S. Products," was prepared by the Department's Bureau of International Commerce (BIC) in cooperation with U.S. Foreign Service commercial officials in Mexico.

The Mexican market today is primarily a producer's goods market, with 80% of total Mexican imports composed of heavy industrial equipment and related raw and semi-processed materials.

The consumer's market—20% of the total—includes such items as foodstuffs, unassembled automobiles, tobacco, books, scientific apparatus, and antibiotics.

The United States is Mexico's leading supplier and Mexico's principal customer. Mexico is the United States' most important customer in Latin America and in 1964 was its fifth largest customer in the world.

In order to introduce more American businessmen to the burgeoning Mexican industrial market, BIC is sponsoring a U.S. Industrial Equipment Exhibition in Mexico City, Aug. 1-13. Participating U.S. firms will exhibit metalworking machinery, scientific and industrial instruments, and packaging machinery and equipment.

## New policy may allow commercial travelers to restricted areas abroad

The State Department has added a new category of applicants—including persons engaged in commercial activities—for travel to restricted areas.

Under the new category, an application may be considered to be in the national interest of the U.S., depending on the restricted area to be visited, the benefit to the U.S. of the visit, and the applicant's need to visit the restricted area.

However, the applicant's activities must be in commercial, cultural, athletic, educational, public affairs, professional or other fields and must demonstrate that the visit to the restricted area would benefit the U.S.

# America Weeks sells U.S. goods in Senegal

### Cowgirl skirts lead in popularity; wines, grills, snacks sell well

Taking a sales cue from its French parent company, Prisunic, Senegal's leading food and variety retailer, Printania, held an America Weeks sale, "Quinzaine Americaine," May 28-June 11.

Using the same show format as their Paris counterparts, local girls dressed in "Wild West" cowgirl skirts, blouses, and ten-gallon hats, acted as hostesses at the sale. Two thousand square feet of floor space and two windows were devoted to the American goods on display.

Interest and sales both ran high at the sale. Despite the price disadvantage of some of the American goods, which had been reimported from France, sales satisfied the store management. Products on display were mainly food and housewares.

Items in greatest demand included small steak grills, lamps of several styles, cocktail snack food items, and American wines. Picnic and camping equipment quickly sold out. The single most popular commodity was, unfortunately, not for sale. Store officials were deluged with requests for blue denim skirts like the ones worn by the hostesses.

By the end of the sale, 80% of the U.S. products imported especially for the event had been sold, and a definite market for a number of specialized American products had been established.

## Montreal Gift Show to move to new Canadian trade center

Starting in the spring of 1967, the annual Montreal Gift Show will move from the Show Mart to Place Bonaventure, Canada's new multimillion dollar trade center.

Angus Baxter, vice president of the National Gift Shows announced the change, citing the many improved features of the new exhibit hall, such as air conditioning, ease of display movement, and convenient location. Place Bonaventure will greatly increase the space available for new displays and for expansion of present exhibits.

American companies in the gift trade are invited to participate in the enlarged Montreal Show, as well as in the other National Gift Show exhibitions at Toronto and Vancouver. All three shows are sponsored by the Canadian Importers Association.

## Medicine to be featured at 1967 Zagreb Spring Fair

Medical equipment of all kinds will be presented at the 4th International Exhibition of Medicine and Medical Aids, to be held in conjunction with the Zagreb International Spring Fair, April 15-23, 1967. U.S. manufacturers of hospital and surgical equipment and accessories are encouraged by the fair management to exhibit their product lines at the show.

**Write:** Dr. R. Bubary, Chairman, Zagreb Spring Fair, Zagreb, Yugoslavia.

# Welding show to tap Scandinavian market

### Growing metal fabricating industry dominates Swedish economic future

The rapidly expanding Scandinavian industrial market will be the target of an exhibition of welding and cutting equipment at the U.S. Trade Center in Stockholm, Nov. 9-16. U.S. firms are invited to exhibit their products and to meet buyers, agents, and distributors from Denmark, Finland, Norway, and Sweden.

An extensive market survey by the Commerce Department shows excellent sales opportunities in Scandinavian countries for tungsten and metal inert gas equipment, $CO_2$ equipment, powder welding tools, and plate welding equipment.

Each of the four countries has experienced steady economic growth, with Sweden leading the way. The Swedish metal and fabricating industry accounts for one-third of the country's total industrial production, including shipbuilding, and represents a principal market for sophisticated U.S. welding tools.

A broad market development program is under way now to attract buyers, prospective agents, and other businessmen to the show.

Firms interested in this fall's show at Stockholm may obtain further information from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or from any of the Department's 42 field offices.

**AMERICA WEEKS PROMOTION at Senegal's largest department store, Printania, featured local hostesses, such as the one below left, in denim cowgirl outfits. Turnout at the "Quinzaine Americaine" was high (below right) and store managers were pleased with sales of the variety of U.S. goods displayed.**

INTERNATIONAL 'AIRLIFTED' TRADE SHOW is built around this Lockheed StarLifter, shown being loaded with an 8-by-8-by-40 foot freight container.

# 'Airlifted' trade show heads for markets around the world

## Lockheed and 88 parts makers aim at 20 nations with StarLifter jet cargo carrier and components

An "airlifted" trade exhibition is presenting products of 89 U.S. companies to markets around the world. The showcase is the Lockheed StarLifter, a fanjet cargo carrier, and the display items are the plane and its parts and systems.

Meanwhile the plane's builder, the Lockheed-Georgia Co. of Marietta, Ga., is launching a world-wide marketing campaign to sell the StarLifter and two other commercial airfreighters, the Hercules and the Lockheed-500.

Lockheed said its market studies show that 20 nations have a need for such a fanjet aircraft as the 318,000-pound, long-range StarLifter. He declared the C-141, developed to improve America's airlift ability, can have the same impact on other nations.

The associated companies, from many states of the U.S., are contributing parts and equipment to the StarLifter demonstrator aircraft as their investment in the international venture.

The StarLifter tour follows a pattern set by Lockheed-Georgia Co. and 54 subcontractors with the "One World Hercules."

The propjet Hercules demonstrator aircraft has just returned from a tour of African and European nations—the latest trip in its two years of traveling over the world. A number of foreign governments and airlines have ordered the Hercules as a result of these intensive demonstrations.

Dressed in civilian garb, the StarLifter demonstrator is similar to the C-141 transports which are flying daily Air Force missions across the Pacific.

Lockheed's sales campaign includes the establishment of a full-scale commercial sales organization, the inauguration of a commercial aircraft marketing research and engineering department, and the establishment of a logistic systems planning department. Three managers have been named to head divisions selling each of the transports built by Lockheed.

## Yugoslavia plans sports fair

Participation from all countries is invited by the management of the International Hunting and Fishing Fair, to be held Sept. 22-Oct. 5, 1967, in Novi Sad, Yugoslavia.

**Write:** Ladislav Gros, Director General, Novi Sad Fair, Novi Sad, Yugoslavia.

VERSATILE TRACTOR (above right) shown at Poznan by John Deere was popular with East European farmers. One of the biggest attention-getters was the outdoor display of Oldsmobile's "Toronado" car.

# U.S. tools featured at Poznan, Budapest

Nearly a million East Europeans visited U.S. exhibitions at two international trade fairs recently, in Poznan, Poland and Budapest, Hungary. American products sold well in both shows, and prospects for future sales were good after the exhibitions, which featured hand tools and small power tools.

U.S. Ambassador John Gronouski and Gov. Edward Breathitt of Kentucky opened the Poland exhibit, which was seen during the two-week show, May 20-30, by over 300,000 people. The 99 companies exhibiting at the fair reported off-the-floor sales of $162,709, with expectations of well over $2 million in sales in the near future.

In Budapest, over $60,000 was reported in immediate sales at the exhibit, which ran June 12-26. Most exhibitors were highly optimistic about future sales in the Hungarian market. Attendance was estimated at well over 600,000.

ATTENTIVE CROWDS watch bilingual demonstrator showing uses of power hand tools and home shop tools (above) at the Budapest fair. Hungarian-American girl (below) gives out samples of type cast on the spot at the Budapest trade fair by the Harris Intertype Corp.'s typesetting machine.

## Woodworking products fair scheduled for fall in Spain

American producers of wood products and woodworking machinery are invited to participate in the Fourth Spanish Fair of Furniture, Wood, and Wickerware, to be held in Valencia, Oct. 15-24. A special section will show international woodworking machinery. For further information write the fair management.

## Worldwide Business Outlook pages 18-20

**CURRENT BUSINESS DEVELOPMENTS IN BRIEF:** First glass factory in Central America, Industria Centroamericana de Vidrio, S.A., opens in **Guatemala.** It will produce bottle glass and table ware from clear, amber and green glass; total capacity is rated at 92 metric tons daily. The $3.4 million investment has 60% Central American and 40% Mexican capitalization . . . Smith, Kline & French Laboratories of Philadelphia establish the Istituto Smith, Kline & French SpA in Milan for distribution of pharmaceutical products in **Italy** . . . **Iran** and **Czechoslovakia** sign agreement to set up a $31 million machine tool plant and training center in Tabriz. Foreign exchange costs of the project are to be met by a $15 million Czech credit . . . **United Kingdom** Government agency, the Gas Council, expects that eventually about four billion cubic feet of natural gas will be supplied daily from the North Sea gas fields and that this rate could be maintained for up to 35 years . . . New textile mill, predominantly privately-financed German plant officially opened at Datcha, **Togo.** Government of Togo has 25% participation in mill which will consume a large proportion of country's raw cotton production, open up new employment opportunities and reduce imports of cotton cloth which currently amount to about $8 million annually . . . **Afghanistan** will receive $2 million in commodity assistance from the Agency for International Development. The loan will finance imports by private Afghan firms of U.S. agricultural and light industrial machinery . . . **Spain's** citrus exports during 1965-1966 season set records for quantity and value—1.3 million metric tons valued at $175 million. More than 70% was shipped to Common Market countries, with Germany and France taking nearly 60% of the total; United Kingdom was third best customer . . . **Ceylon** has reduced export duty on cocoa to $1.05 per 100 pounds.

# Moderate but steady economic growth expected for West Berlin after exceptional 1965 performance

### Good prospects seen for U.S. products especially automation equipment; investment strong last year with industrial sales, production index showing increase

West Berlin's economy performed exceptionally well in 1965. Gross National Product grew by 10.1% over 1964 to approximately $4.4 billion, the highest growth rate achieved since the construction of the Berlin Wall in 1961, and for the first time since the Wall, higher than the comparable rate of growth in the Federal Republic. In constant prices, the increase was 6.9% over the previous year.

Investment was especially strong in 1965, rising 16% in current prices and 11% in constant prices. Industrial sales advanced 10% (8% in real terms) over the previous year, and the industrial production index was up 11.3%.

Growth was fairly evenly spread. Machinery, steel construction, chemicals, and tobacco showed excellent gains in 1965. One of the most encouraging developments was the impressive recovery of the garment industry, Berlin's third largest industry. The electrical industry's performance was much better than in 1964 but lagged considerably behind other producer group industries. Sales increased by 6%, compared with an 11% increase in the electrical industry in the Federal Republic. The reasons for the relatively slower growth of Berlin's electrical industry are mainly structural. The main segments of this industry centered in Berlin have been there since before World War II, while the faster growing sectors have developed in the Federal Republic.

### Wage growth noted

Productivity rose by 9% (7% in real terms), but was surpassed by increases in wages and salaries, which averaged 11%. Nevertheless, Berlin's exports registered a remarkable 14% increase (11% excluding crude metal, an item subject to wide fluctuations and not of great importance for West Berlin's industry).

Prospects for 1966 are for a slower but steady rate of growth. During the first three months of 1966, incoming orders for capital goods increased by only 3.3% over the first quarter of 1965.

On the other hand, export sales, which account for 14% of Berlin's production, were 21.8% higher in the first quarter of 1966 than in the same period last year.

Berlin officials are striving to cope with severe shortages of labor, housing, and land, partially caused by these favorable economic developments. The long-range prospects of the economy will depend to a considerable extent on what progress can be made to ameliorate current shortages in these areas.

The labor market is tight because unemployment is virtually non-existent and the population is unfavorably structured toward older persons.

### Attracting workers

A program using tax advantages and wage bonuses to attract workers from the Federal Republic has been quite successful during the past few years, but is running into difficulties because of the strong demand for labor in the Federal Republic. Intensified efforts are being made to attract foreign workers to Berlin, where they now constitute 1% of the labor force.

The housing deficit has grown in recent years. The inflow of new workers into Berlin, rising living standards, evictions because of public construction and slum clearance projects, and an increase in the number of marriages in the city are all exerting pressure on housing. In addition, Berlin has retained rent control, which distorts both supply of and demand for housing and discourages private investment in housing construction.

Finally, a shortage of land designated

**BERLINERS ON THE MOVE keep the city's economy growing. Downtown, shoppers and workers alike provide the impetus for strong investment, steady productive gains, and increasing export sales.**

for future industrial development threatens to jeopardize long-run economic growth in Berlin. Land prices have more than doubled in the past four years.

Berlin's favorable growth rate, combined with critical shortages in certain areas, offers good prospects for U.S. products, especially advanced automation equipment.

# German photo supply industry levels off

## Manufacturers remain optimistic on this year's outlook, however

The West German Photographic equipment and supplies industry was characterized in 1965 by a leveling off of production and sales on a wide range of commodities.

Total production amounted to $344.6 million, only slightly higher than the 1964 production of $340.8 million. Production of photographic equipment, valued at $204 million, made a modest gain of about 3%. However, production of sensitized materials, film, and paper, valued at $140.6 million, actually dropped 1.5%.

Nevertheless, the industry is not pessimistic about the outlook for 1966. Slightly higher production of equipment is expected in 1966, although the sensitized goods industry is expected to show another slight decrease.

Industry spokesmen estimated that imports of equipment and supplies will continue to increase, although at a smaller rate than in previous years. Exports are also expected to increase.

### Import totals

Imports amounted to $83.9 million in 1965, consisting of $37.1 million worth of photographic equipment and $46.8 million of sensitized materials and supplies. This represents an increase of about 23% over 1964, with the largest gains being registered in imports of sensitized materials and supplies.

Imports from the United States increased by more than 40% to $20 million in 1965, with roll and motion picture films responsible for a large part of the increase. The decrease in imports of U.S. still picture cameras is probably attributable to greater production of Kodak "Instamatic" cameras in West Germany.

Exports of photographic equipment and supplies in 1965 totaled $178.7 million, made up of $109 million worth of photographic equipment and $69.7 million of photographic supplies. Exports were about 7% higher than in 1964. The leading foreign market for German photographic products in 1965 was France, followed by the United States, Italy, Switzerland, Netherlands, Sweden, the United Kingdom, and Austria, in that order.

There are several factors which could adversely influence West German sales and production of photographic equipment and supplies in 1966. Chief among these are rising production costs, resulting from raw material price increases, and wages and salary increases totaling 9%. This latter factor is particularly significant, since labor costs reportedly represent 25 to 30% of production costs in this industry, and wages in West Germany are rising.

Good sales opportunities are expected for motion picture cameras and projectors, flash cubes, microfilms, and microfilm equipment. Microfilms are now recognized as legal substitutes for original documents in West Germany.

The staging of "Photokina 1966," one of the world's largest photographic trade fairs, in Cologne this fall is expected to create additional purchasing appetite for newly-developed items.

## German data available on foreign trade, production

Foreign trade and production data not provided in official German statistics may often be available from the German Federal Statistical Office upon request.

Commodity Codes for industrial production and foreign trade statistics list the commodities according to similar six-digit systems, enabling the inquirer to identify the code numbers of the commodities on which he wants statistical information. It facilitates the work of the Federal Statistical Office and expedites the reply.

Data on foreign trade can be obtained for every commodity listed under a six-digit number in the Foreign Trade Commodity Code. However, there are restrictions on the availability of production statistics.

No fee is assessed for this information if the cost does not exceed $2.50. Payments in advance are not requested. If the request requires substantial research, the Statistical Office usually sends a cost estimate to the inquirer.

All requests should be sent to: Statistisches Bundesamt, Gustav-Stresemann-Ring 11, 6200 Wiesbaden, Germany.

# Iraqi road project receives $23 million World Bank loan

### Five roads, bridge, maintenance program, transport study aided

The World Bank has approved a loan equivalent to $23 million to Iraq for a road construction and maintenance project.

The loan will assist in financing five main roads totaling 250 miles in different parts of the country, a bridge over the Euphrates, a road maintenance program, and consultants' services to assist in this work and carry out a road transport study.

Under Iraq's current Five-Year Development Plan (1965-70), $125 million has been allocated to rebuilding or extending the road network. Priority is being given to completing the trunk road from the port of Basrah on the Gulf of Baghdad, and Mosul in the north, Iraq's second largest city. The missing links in this trunk road include:

- Sharqat-Mosul road (68 miles) which will be the last leg in the Baghdad-Mosul highway. Two spurs will be built to serve the towns of Hamam Alil and Qaiyarah on the existing road.
- A 43-mile road from Baghdad to Khalis which will be the final link in the new highway between Baghdad and the Kirkuk oil fields. This road will serve important agricultural areas en route.
- A 110-mile road between Kut and Nassiriya—the longest road in the project —which will connect the Euphrates and Tigris Rivers and pass through an intensively cultivated area.
- Two roads in the extreme south—one, a 14 mile road will provide a connection with the trunk road to Umm Qasr, where a new port is being built to supplement Basrah. The other will be nine miles of approach roads to a new bridge across the Garmat Ali River, eliminating the only remaining bottleneck on the highway between Baghdad and Basrah.

The project also includes a 1,600 ft. bridge across the Euphrates at Fallujah on the principal route between Baghdad and the west.

Bank funds will be used for the purchase of additional modern equipment for road maintenance and employment of outside experts to study and recommend improvements in the present organization of Iraq's maintenance operations.

The road transport study is to be carried out by consultants who will advise the Government on a coordinated long-term program of road transportation investments. Until recently, expansion of the highway system in Iraq has been guided by the need to connect the main urban centers.

Total project cost is estimated at the equivalent of $54 million. The $23 million World Bank loan will cover the foreign exchange requirements and the remaining costs will be met by the Iraqi Government. Construction is already underway and all contracts are being awarded on the basis of international competitive bidding by prequalified contractors.

The loan will be for a 20-year term and bear annual interest of 6%. Amortization will begin July 15, 1970.

## IDB approves Canadian loan to Paraguay

The Inter-American Development Bank (IDB) has approved a loan of $800,000 Canadian (about US$741,000) to the Republic of Paraguay. This 50-year interest-free loan will be used to help finance studies needed to improve two major highways in Paraguay.

The studies, to be conducted by Canadian engineering consultants, will cost about $925,000 and will be financed jointly by this Bank loan and by the Government of Paraguay.

The two roads which will be studied are a 124-mile section of the Trans-Chaco Highway which connects Paraguay with Bolivia, and the 133-mile Concepcion-Pedro Juan Caballero road which links Paraguay to Brazil.

These studies will help in expansion of Paraguay's transportation system, spur integration of the country's domestic market, and, because of the strategic position of the two roads, further the integration of all of Latin America.

## Furniture deliveries in 1966 predicted for United Kingdom

The United Kingdom Furniture Development Council forecasts a 9-10% increase in deliveries of domestic furniture in 1966. Based on data for the first quarter of this year, new orders received could reach $462 million for 1966 compared with $437 million in 1965. Deliveries are expected to total $476 million for the year.

# Turkish nylon yarn manufacturer gets assistance from IFC

### Plant expansion program aided by $1.3 million in loan, share capital

The International Finance Corporation (IFC), an affiliate of the World Bank, is joining with investors in Turkey and Europe to finance Sentetik Iplik Fabrikalari A.S. (SIFAS), a Turkish company producing nylon yarn for the domestic textile industry.

IFC will invest nearly $1.3 million in loan and share capital to assist the company in an expansion program costing approximately $5.9 million. The loan portion of IFC's commitment, amounting to $900,000, will supplement a long-term loan equivalent to $1.3 million from the European Investment Bank, granted through the Industrial Development Bank of Turkey, Turkiye Sinai Kalkinma Bankasi, A.S. (TSKB), in which IFC is a shareholder. Provision of European Investment Bank funds for the Turkish economy is in accordance with the terms of the Association Agreement of 1964 between the European Economic Community and Turkey. The IFC and European Investment Bank financing will cover the foreign exchange costs of the SIFAS program.

### Supplying domestic demand

Although the SIFAS plant has already undergone expansion since it came into operation in 1964, the company finds at present that it cannot fully satisfy the textile industry's needs, now met in part by imports. The creation of additional spinning capacity will make it possible to supply most of the demand for nylon yarn domestically.

The SIFAS plant is at Bursa, a major center of textile production located south of Istanbul.The shares of SIFAS are held by more than 450 investors in Turkey and are listed on the Istanbul Stock Exchange.

The company has signed a technical assistance agreement with Badische Anilin und Soda Fabrik A.G., a leading German producer of chemicals and dyes, in connection with the expansion program.

The IFC loan is repayable in 12 semi-annual installments between June 1969 and December 1974.

# Panamanians publish summary of trademark registration rules

## Expenses and documents vary for national, foreign marks; cost on items manufactured abroad about 60% higher

Panama's Chamber of Commerce, Agriculture, and Industries has published a summary of the documents necessary to register trademarks and the costs involved.

The expenses and documents vary depending on whether one desires a national trademark (article manufactured in Panama) or a foreign trademark (article manufactured abroad).

For both national and foreign trademarks the following documents must be presented:

A request for registration on stamped paper; a sworn declaration of ownership of the trademark; six labels with a trademark plate; a receipt indicating payment of registration and publication fees.

### Foreign trademarks

In the case of foreign trademarks, the power of attorney executed in the name of the local agent or attorney and certified proof of trademark registration in the foreign country of origin are also necessary. The registration of a national mark requires in addition to the four documents common to both trademarks, a certificate from the Public Registry Office containing the inscription data of the corporation and information regarding which individuals are authorized to represent the corporation.

If the party requesting a national mark is an individual, a copy of the individual's Commercial License must be presented. When the registration pertains to a locally manufactured liquor, a certificate with chemical analysis must be included.

### Costs involved

The signature on documents sent from abroad must be certified by a Panamanian Consul in the country of origin. Documents written in any foreign language must be translated into Spanish by an authorized public translator.

Expenses involved are about 60% more for the registration of foreign marks in comparison to national marks without considering attorney fees and possible translation costs. The registration fee for 10 years of protection is $12.50 for a national trademark and $25 for a foreign trademark. Other necessary expenses for both marks are publication requests in the *Gaceta Oficial* at $.01 per word, the inscription of the Certificate of Registration at the Public Registry Office amounting to $4, and stamped paper at $2 per sheet for registration requests and sworn declarations.

### Stamped papers

Translations of documents into Spanish must also be made on this stamped paper. If the request has been approved, stamped paper and tax stamps totaling $1.05 and $4.05 respectively for national and foreign marks must be provided by the interested party for the Certificate of Registration.

Panama's requirements of documents and the expenses involved in trademark registration are comparable to that of the other Latin American countries. Panama is, however, one of the few countries that make a distinction between domestic and foreign trademarks and between the registration costs, so involved.

For additional information concerning the registration or protection of trademarks abroad, **write:** Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## Guatemala issues new law regulating assembly firms

Firms wishing to initiate assembly industries in Guatemala and receive the tax and other incentives available under industrial encouragement legislation must comply with new regulations governing such operations.

Under the new rules, production systems must be modern, the investment in machinery and equipment "important," and permanent employment must be provided for at least 30 workers. The production process must include by value 15% Guatemalan or Central American material, which percentage must reach 50% during the period special incentives are granted. Provision must be made for the participation by Guatemalans or Central Americans in the capital structure of the enterprise.

### Retail sales price

The retail sales price of the product must be less than the c.i.f. value of a similar imported item, and an approved quality must be maintained. Imports of equipment and supplies are to be made through Government-owned transportation systems and ports. Training is to be provided for workers and technicians in order that any foreign technicians may eventually be replaced by local employees and some provision must be made for the improvement of the social and working conditions of employees.

For a copy of the regulations, in Spanish, **write:** OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

## Suez Canal tolls raised by United Arab Republic

The United Arab Republic has raised Suez Canal transit tolls by 1%.

The new rates are 43.73 Egyptian piasters (1 Egyptian piaster=2.3¢) per net ton for loaded vessels and 19.94 Egyptian piasters per ton for vessels in ballast.

This new increase is the third 1% increase in three years. During this period traffic has increased; 18,518 vessels transited the canal in 1962 while 20,289 went through in 1965. Cargo tonnage has increased at an even greater rate.

## Debt claims deadline set

All pre-1965 debt claims against the Dominican Republic Government must be filed with the Special Commission, Junta Depuradora de Acreencias contra el Estado, by Sept. 18.

The new law which establishes the closing date also provides that the Special Commission will conclude its work prior to Oct. 12. The actual time and method of payment of these and other pending Government obligations have not yet been made public.

# India announces new procedure on commodity imports

### Regulates agents' commission for imports under AID loans

The Indian Government has announced a new procedure for imports under Agency for International Development commodity loans to insure that only the net price (after deduction of the agent's commission) will be paid to the supplier by the U.S. bank and that commission will be payable in rupees to the agent in India.

#### Indian agents

Prior to placing orders on U.S. suppliers, the importer must ascertain whether the supplier has an agent in India and whether any commission will have to be paid to the agent. Where prices include such commission, the importer must include a provision in his contract with the U.S. supplier that the commission will be payable to the agent in rupees through the importer's bank in India.

Although payable in rupees, the amount of the commission will be included in the value of the imports authorized against the import license, and an equivalent amount will not be available for additional imports under the import license.

#### Two sets of invoices

The contract and letter of credit opened in favor of the U.S. supplier must clearly stipulate that two sets of detailed commercial invoices are to be submitted by the supplier to the U.S. bank when seeking payment under the letter of credit. The first set of invoices, marked "for the importer" should show only the gross sales price.

The second set of invoices should show the net price plus agent's commission and the gross sales amount and the name and address of the agent in India to whom payment is to be made. This second set should be accompanied by the original suppliers' certificate and AID form 281, and should be marked "for AID and the Government of India." Where no agent's commission is involved the invoice must bear signed certification by the supplier to this effect.

The Indian bank collects payment from the importer and makes commission payments to the agent in India. Payment is to be made within 15 days after receipt of documents from the U.S. bank. The agent in India must certify that he has performed services in India constituting a direct and substantial contribution towards the sale of the commodity and that he maintains a regular place of business in India.

## South Rhodesian exports of asbestos and pig iron prohibited by Britain

Exports from Southern Rhodesia of asbestos and pig iron have been prohibited by the British Government in Orders of Council.

These two orders are the latest in a series of export bans imposed on Rhodesia by the United Kingdom. Previous prohibitions covered the export of chromite, tobacco, and sugar.

Under terms of these orders, participation in transactions involving the sale for export of Rhodesian asbestos or pig iron is a criminal offense under the laws both of Southern Rhodesia and of the United Kingdom.

It is the policy of the U.S. Government to support British efforts to restore constitutional rule in Southern Rhodesia and to urge U.S. companies and individuals to comply with British laws controlling trade with Southern Rhodesia.

## Italy modifies decree on chemical additives in food preparations

The Italian Minister of Health issued a decree dated Feb. 19 modifying a ministerial decree of March 3, 1965, regarding the use of chemical additives allowed in the preparation and preservation of food substances.

Article 7 of the March 1965 decree has been substituted and the specific purity requisites of the preservatives to be used contained in Part I, letters A and B, have also been substituted. The new provisions relating to purity requisites were enforced as of May 31.

For copies of a U.S. Embassy Agricultural Attache report from Rome giving an informal translation of the February 1966 decree, **write:** European Division, Bureau of International Commerce, Department of Commerce, Washington, D.C., 20230.

# Nigerians limit flour importation

### Removal of duties on 7 items balances new import restriction

The Nigerian Government has removed wheat flour from Open General License.

Subsequent last June 6, wheat flour may be imported into Nigeria only under specific import licenses issued by the Ministry of Trade. U.S. exporters of flour should determine, prior to shipment to Nigeria, whether the Nigerian importer has obtained a valid specific import license.

Importers who were irrevocably committed before or on June 6, may be allowed to import wheat flour provided they can produce valid documents certifying that irrevocable letters of credit were actually opened and that shipment took place on or before that date. Under the circumstances, sight and open account shipments are not advisable.

The Government has abolished import duties on bags and sacks (other than of jute) imported by approved users, and tobacco imported for use in cigarette manufacture. The import duty on agricultural tractors, machinery, fitting equipment and parts has also been removed.

## El Salvador modifies corporate income tax

El Salvador has issued new regulations governing the corporate income tax on undistributed profits. The new rules replace those in the basic income tax law of Dec. 19, 1963, and eliminate the flat 15% retention previously levied on all undistributed corporate profits, and substitutes two separate graduated taxes to be used if the profits are to be capitalized or if they are to be maintained in reserve.

Companies are given four years to determine whether undistributed profits are to be capitalized, maintained as reserves, or paid as dividends. If the profits are capitalized, the maximum tax rate is 12%, and if they are maintained in reserves, the maximum tax rate is 13%.

For a copy, in Spanish, of Decree Number 609 of May 20, 1966, on a 10-day loan basis, **write:** OIRE Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

# Thai kraft paper mill will be equipped with U.S. machinery

### Parsons and Whittemore to supply equipment and services for plant

The Export-Import Bank of Washington has authorized a $14 million loan to Siam Kraft Paper Company to help finance purchases in the United States of equipment and services needed for a new paper plant.

Parsons and Whittemore, Inc., of New York, through its affiliates, is a stockholder in Siam Kraft Paper Company. Parsons and Whittemore South-East Asia Corporation, Downingtown Services Corporation, and Parsons and Whittemore Management Corporation will furnish U.S. equipment, construction services, and future management of the plant. The plant is expected to cost $28 million, including local costs.

The plant is to be built 60 miles west of Bangkok in the Mae Klong River valley. In the early years of its operation, the Siam Kraft Paper Company will import longer fiber material but ultimately local bamboo will be the major source. Basic material to be used in the new mill will be bagasse from locally-produced sugar cane. The new mill is expected to come on stream in 1969.

The Eximbank's loan is repayable in 12 semiannual installments beginning in 1970.

## Turkey to use U.S. services, goods to improve highways

Turkey's General Directorate of Highways will buy U.S. equipment, services of U.S. consulting engineers and train Turkish highway employees in the U.S. for its program of highway maintenance.

A $15 million Agency for International Development loan to the Government of Turkey will be used to finance the U.S. equipment and services. At the time of procurement, information on proposed purchases will be given to U.S. suppliers by AID's Office of Small Business. A period of at least 45 days is required between the date of publication of requests for quotations and the closing date for their receipt.

The total 1966 Turkish budget for the highway department is the equivalent of $131 million, of which $32 million is for new equipment and equipment maintenance. Under terms of the current U.S. loan, the Turkish Government will pay, in lira, costs of customs and local assembly charges.

Part of the AID funds will be used by Turkey to send 50 employees to the U.S. for eight-month training periods.

The loan is repayable over 40 years.

## U.S. restricts importation of Portuguese hair products

U.S. customs is detaining wigs and other human hair products imported from Portugal after July 15 unless either a Foreign Assets Control license or a certificate of origin appropriate for Foreign Assets Control purposes is presented.

Appropriate certificates of origin are not presently available for the importation of wigs and other human hair products from Portugal. Announcement will be made in the Federal Register when such certificates become available.

Wigs and other human hair products from Portugal are being denied unlicensed entry into the U.S. pursuant to the Nov. 10, 1965 amendment to Appendix (12) of section 500.204 of the Foreign Assets Control Regulations because Asiatic hair is being used in wigs and other hair products sent to the U.S. from Portugal.

## Expanding Italian firm will buy U.S. equipment

An Italian firm, which is modernizing and expanding to meet growing demand for its products, will purchase U.S. equipment required in its production of silicon semiconductors.

Twenty-eight U.S. firms will furnish the equipment to Societa Generale Semiconduttori S.p.A. (S.G.S.), owned jointly by Ing. C. Olivetti & Co. and Telettra, both in Italy, and the Fairchild Camera & Instrument Corp. of Syosset, N.Y.

The purchases will be financed through a $1 million loan authorized by the Export-Import Bank to Instituto Mobiliare Italiano, a quasi-Governmental lending institution in Italy, which will relend the funds to S.G.S.

# General Electric to sell equipment to Japanese firm

### Cost of U.S. equipment, services, material will total $35.2 million

The Japan Atomic Power Co. (JAPC) will purchase U.S. equipment, material and services required for construction and initial operation of a nuclear power plant.

The plant, to be known as the Tsuruga Station, will be the first to be built in Japan using a U.S. reactor fueled by enriched uranium. The equipment and services will be provided by General Electric Co. and General Electric Technical Services Co., Inc.

### Two-part loan

A $35.2 million Export-Import Bank loan has been authorized to finance the U.S. purchases. Under the two-part loan, $25.2 million will be required by JAPC to cover 75% of the cost of equipment and services from the two U.S. firms, and for 100% of freight costs of shipments on U.S. vessels. This portion of the loan is repayable in 32 semiannual installments beginning in October 1970. GE and GETSCO are participating in the project by extending credit to JAPC of at least 15% of the respective contract prices. The two U.S. firms will use the consulting firm of Ebasco Services, Inc.

The $10 million portion of Eximbank's loan will be for the purchase, conversion and enrichment of uranium in the U.S. and will be repayable in 10 semiannual installments beginning in October 1970.

### Power for industry

JAPC is a joint effort of the Government and private industry to develop nuclear power for industrial purposes. The Tsuruga Station is well adapted to requirements of the Japanese electric companies and output can readily be absorbed by the Japanese high voltage interconnected system. The station will also provide reliable data useful in construction and operation of future nuclear plants.

The Eximbank loan is to be guaranteed by the Japan Development Bank.

# Brazilians seek joint venture in engineering

### Firm would consider offering controlling interest to investor

A Brazilian engineering firm proposes a joint venture with a U.S. engineering company interested in expanding into the Brazilian and South American market.

The Sao Paulo company seeks a capital investment in any reasonable amount and would consider offering a controlling interest in the proposed new concern to the U.S. investor.

According to the company, the need for civil and industrial engineering services is expanding, not only in Brazil, but throughout South America.

In Brazil an increasing number of public projects offer opportunities for experienced engineering firms. In most projects, however, only those firms established in Brazil under Brazilian law and possessing outstanding reputations can participate. Therefore, a venture with a reputable Brazilian company would enable a U.S. engineering firm to share in this growing demand for engineering expertise.

### Competent staff

The company is reportedly officially registered with Government agencies, has a competent engineering staff, and is currently engaged in several projects including the construction of an engineering building at Rio de Janeiro University and a cement plant at Sao Paulo.

U.S. firms interested in exploring this proposal are advised to familiarize themselves with Brazils Foreign Investment Law covering the remittance of profits before contacting the company.

An English language copy is available at no charge by requesting "Brazilian Foreign Investment Law, Decree 55762" from OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

For further details on the proposal, **write:** Proplan S.A., Engenharia e Industria, Rua Marques de Itu, 70, Sao Paulo, Brazil. WTD.

### CONSTRUCTION MACHINERY

An Australian firm of civil engineers and building contractors seeks a joint venture with a U.S. firm to manufacture and assemble equipment and heavy vehicles for use in the building, civil engineering and quarrying industries. The firm's plant facilities include boilermaking, fitting and electrical shops.

**Write:** M. R. Hornibrook, (Pty.), Ltd., Brisbane, Queensland, Australia. WTD.

### COMMERCIAL FARM

A Dutch seed company would like an arrangement with a U.S. firm, for exporting vegetable seeds to the U.S. for seed increase and re-export to the Netherlands. According to the company, there is a promising market for this kind of operation.

**Write:** Nunhem's Zaden N.V., Haelen (Lb), Netherlands. WTD.

## Guatemalan firm proposes textile processing venture

A Guatemalan textile processing firm, which texturizes nylon and Dacron fibers, proposes a joint venture with an experienced U.S. company.

The U.S. investor is asked for 55% financial participation and managerial expertise.

The Guatemalan firm was established in 1961. It reportedly produces 30,000 pounds of nylon thread a month, about 10 times the amount manufactured monthly five years ago. The firm's products seem to be growing in demand by the textile industry in the Central American Common Market. Annual sales are estimated at $700,000 and, according to the company, profits for the last five years have totaled approximately $325,000.

The firm's modern plant, located in an industrial area of Guatemala City, has about 90 employees.

**Write:** Rodolfo Alfredo David Gabriel, Manufacturas Textiles Centro Americanas Soc. Ltda. (MATEX), Av. Petapa 59-29, Zone 12, Guatemala City, Guatemala. WTD.

### ELECTRONIC COMPONENTS

A British electronics firm seeks a license to manufacture all types of electronic equipment and components particularly for use in Government research facilities.

**Write:** Spembly, Ltd., Electronics Division, Enham Arch, Newbury Rd., Andover, Hampshire, England. WTD.

# Survey on Malta outlines incentives

In an effort to attract U.S. private investment, the Government of Malta offers potential investors relief from income tax up to 10 years, exemption from customs duty on plant and machinery, and grants or loans toward the cost of capital assets.

These and other incentives, along with certain necessary qualifications, are contained in a survey of Malta's industrial development planning prepared by the U.S. Embassy at Valletta.

The 10-page survey summarizes Malta's economic status and problems as a fully independent member of the British Commonwealth. It details a wide range of incentives to investors, discusses the availability of factory sites and utilities, and outlines the advantages which accrue to investors because of the island's proximity to European, African and Middle-Eastern markets.

Port handling charges, an outline of the labor force, foreign trade trends in 1965, the Government's trade policy and an indication of the tvpes of goods which can be produced in Malta for export are also included. Useful tables, mainly furnished by the Maltese Office of Statistics, cover a breakdown by age and sex of registered unemployed, an analvsis of this group by occupation and a full page description of wage rates in basic industries. Employment and output, an index of industrial net production and output indices per person engaged in each of 13 industries are covered in other tables.

To obtain a copy of the survey, **write:** Bureau of International Commerce, Office of International Investment, 876, Department of Commerce, Washington, D.C. 20230.

For detailed information on opportunities, **write:** Dr. Joseph Spiteri, Minister of Trade, Industry and Agriculture, Valletta, Malta.

### HEAT EXCHANGERS

A Belgian firm, engaged in the manufacture of welded boilerwork such as pressure tanks, heat exchangers, water towers, and pipes, seeks a license to make heat exchangers for the nuclear

industry and metal floors and gratings in steel, copper, or aluminum.

Established in 1909, the company has 225 employees and annual sales of $2 million. Its yearly production capacity is 3,000-4,000 tons. Principal customers are chemical plants, nuclear and electric power stations and public works contractors.

**Write:** Usines Lauffer Freres, S.P.R.L, Hermalle-sous-Argenteau, Belgium. WTD.

## South African producer seeks licensing arrangement to make television sets

A South African transistor radio manufacturer seeks a licensing arrangement with an experienced U.S. firm to manufacture television receivers.

According to the firm, completion of an FM network currently under construction will lead to the introduction of televisions in South Africa. It wishes to conclude a licensing arrangement and be ready for production when that time comes.

The Durban firm is experienced in manufacturing under license. Its portable transistor radios, formerly sold under its own brand name, are now produced under license from a Japanese firm and are enjoying good sales acceptance. Reportedly, the South African concern, employing about 60 persons, has sufficient technical skill to produce television receivers, although a high percentage of components would probably have to be imported in the initial stages of manufacture.

The managing director of the Durban firm would visit the U.S. to discuss any interesting proposals made by U.S. firms in response to this announcement.

**Write:** Robert Trevor Henry, Managing Director, Henry Electronics, Pty., Ltd., Essex House, Smith St., P.O. Box 2777, Durban, South Africa. WTD.

### PLASTIC MATERIALS

A German manufacturer and importer of special building materials and plastic parts for the construction industry seeks a license to produce reinforced polyester construction materials.

The firm, which employs about 260 persons and 60 traveling salesmen, has 28 distribution points throughout Germany. Annual volume was about $4 million in 1965.

**Write:** Scobaltwerk Ferdinand Wilhelm Wagner KG, 42 Koblenzerstrasse, 547 Andernach, Germany. WTD.

## Ecuadorean landowner seeks partner for cattle raising

An Ecuadorean landowner proposes a joint venture with an experienced U.S. firm to expand his existing cattle herds and place his operations on a sound economic basis.

The U.S. company is asked for capital investment, the amount to be determined by the two principals, and technical know-how in modern cattle raising and marketing methods.

The entrepreneur owns two haciendas in the highlands about 20 miles west of Ibana comprising approximately 64,000 acres. Most of the land is now unimproved open range, but reportedly is capable of supporting about 13,000 head of cattle. He currently raises over 6,300 head of cattle, 260 horses and 600 sheep.

The long term outlook for beef and dairy products in Ecuador reportedly is promising and prospects appear sound for development of a good export market in these products.

**Write:** Manuel Jijon-Caamano y Flores, Calle Sucre y Garcia Moreno, Quito, Ecuador. WTD.

### EQUIPMENT

A Brussels manufacturer of mechanical power transmission equipment and safety couplings seeks a licensing arrangement with a U.S. manufacturer of power transmission products especially designed for industrial applications.

The firm currently makes speed reducers and geared motors from ⅓ to 30 hp., friction type variable drives from ⅓ to 5 hp., and electromechanical safety couplings. It is particularly interested in manufacturing fluid drives and other types of centrifugal couplings, worm gear reducers and variable speed drives other than friction, belt and hydraulic types.

**Write:** Societe Auxiliare d'Industrie S.P.R.L., 4 rue des Carburants, Forest-Brussels, Belgium. WTD.

### CONTROL SYSTEMS

A London marine and industrial engineering firm engaged in the design, manufacture and installation of pneumatic control systems, panels and components seeks a reciprocal licensing arrangement with a U.S. producer of pneumatic control and automation equipment.

The firm, which also makes a wide range of special type air motors primarily for valve control, is not currently represented in the U.S. It is a main contractor to the British Admiralty and claims all present navy ships utilize its designs and/or equipment.

**Write:** Telektron (Great Britain), Ltd., Telektron House, Carteret St., Westminster, London, SW.1., England. WTD.

### ROLLING MILL

A license to produce any kind of steel or non-ferrous sections, cold formed, punched, and painted, obtained by way of Yoder machines and assembled metal frames is sought by a Belgian rolling mill concern.

Established in 1924, the Belgian company produces 9,000 tons of hot rolled special profiles and 2,000 tons of cold rolled profiles for use in metal door and frames, railroad car sections, guard rails, and commercial vehicles.

**Write:** S.A. Laminoirs de Longtain, La Croyere, Belgium. WTD.

### Investment Assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (*) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $2 each from the Bureau of International Commerce (BIC-916), Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

# U.S. licensees sought by four European firms

## New products offered include safety valve, heating boiler

European manufacturers seek U.S. licensees to produce a new type of high efficiency electro-chemical heating boiler, an inexpensive and effective device for stopping an internal combustion engine when the oil pressure fails, a hydraulic reel for commercial fishing, and a special portable machine for sending and receiving messages.

For additional information on these products and the names and addresses of the manufacturers, **write:** Office of International Investment, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, and, refer to the appropriate File number assigned each opportunity.

A Swiss firm specializing in heating systems offers licensing rights for the U.S. production of an entirely new type of high efficiency electro-chemical central heating boiler. It consists of a compact container with two chambers. The inner chamber contains a salt solution of a relatively high specific heat, which is heated by three primary immersion type electric heating elements. The water circulates in the outer chamber, where it is heated by three low capacity secondary heating elements. With the help of thermostats, the boiler maintains the water circulating in the pipes of the central heating system at a constant temperature.

Main advantages reportedly include production of energy without smoke and fumes, avoiding air pollution; no danger of explosions as with other conventional boilers; no need for connection to a chimney; no fuel storage required; and compactness. Complete technical information is available. **File 1417.**

A British company is seeking a U.S. licensee to produce a safety valve which it recently developed. The firm claims its product is an inexpensive and effective device for stopping an internal combustion engine when the oil pressure fails for any reason such as lack of oil, fractured pipes or damaged pressure pumps. This safety valve is for pressure-fed systems and is fitted between the fuel filter and pump. Fuel to the engine flows through a groove in a piston when it is in the up position. Oil pressure is exerted on the underside of a diaphragm either by fixing the valve directly to the engine crank. case or by connecting it to the lubricating oil pressure pipe.

When the pressure is adequate, fuel will flow. When the oil pressure reaches a dangerously low level, the diaphragm fails, withdraws the piston and closes the fuel ports, thereby stopping the engine. Provisions are made to prevent air-locking and to supply fuel for restarting engines. While primarily designed for the protection of internal combustion engines, it is believed that it can be adapted to exercise control in many cases where pressure of liquids or gases is critical. **File 1418.**

### Transmitter-receiver

A French inventor would like to sell its patent covering a special portable machine for sending and receiving messages to a U.S. firm. It is used as a teleprinter and an interphone and looks like a typewriter with a special key-board. The transmitting-receiving set weighs 8.8 lb., and the receiving set weighs 6.6 lb. The inventor considers this machine, which is noiseless, has uses in offices, factories, laboratories, mines, quarries, radio and TV stations. It can also transmit messages in Braille for the blind. Another feature of this special machine is its ability to record telephone messages. A complete description in French is available. **File 1419.**

### Hydraulic fishing reel

An Icelander has developed an hydraulic reel for commercial line fishing and is interested in having it manufactured in the U.S. under a licensing arrangement.

The reel is made of treated aluminum and stainless steel, weighs 45 lb., and measures 9½ x 12½ inches. It mounts on the railing of a fishing boat and driven by sea water which is pumped through a pipe installed along the gunwale. Several reels can be installed side by side and are easily removed. When the line is played out, the reel works automatically; in rough seas or if the boat falls off a wave it insures against excess slack developing on the line. When the line hits bottom, the reel stops but automatically compensates for the rise and fall of the vessel. Due to the hydraulic driving arrangement, it is claimed that extreme smoothness in operation is obtained. One man can easily operate two or three reels simultaneously. **File 1420.**

## Pennsylvania firm invests in Colombian finance field

A Pennsylvania finance firm has invested $350,000 in the investment banking and development finance field in Colombia.

The First Pennsylvania Finance Corp. of Philadelphia's investment in the Corporacion Financiera de Desarrollo Industrial, Bogota, Colombia, will result in attraction of foreign capital to that country and mobilization of local capital which will be used to expand a wide variety of enterprises.

The Agency for International Development has issued investment guaranties to the Philadelphia firm—$500,000 for convertibility of local currencies and another $500,000 against losses due to expropriation—under its specific risk guaranty program.

### FABRIC LABELS

A British manufacturer of printed fabric labels seeks a license to produce and distribute in the United Kingdom heat applied transfers suitable for application to clothing and household goods and fast color printed fabric labels. The firm, established in 1918, has approximately 40 employees.

**Write:** Nelson's Labels, (Manchester), Ltd., Victory Works, 69 Monton St., Manchester 14, England. WTD.

### ELECTRONIC COMPONENTS

A British manufacturer of components for the radio and television industry such as plugs, sockets and connectors seeks a license from a U.S. firm to make products applicable to the telephone, electronic and instrument fields.

The company, which has 300 employees, would also consider a cross licensing arrangement.

**Write:** Ariel Pressings, Ltd., Wollaton Rd., Beeston, Nottingham, England. WTD.

### METAL PRODUCTS

A Belgian firm engaged in the manufacturing of all types of lighting and signalling lamps and processing of metal sheets seeks a license to finish, assemble or construct metal products. The company has a modern, well-equipped machine shop.

**Write:** Etablissementen Orlians & Co., N.V., Populierendreef, Mechelen, Belgium. WTD.

# World Trade Opportunities

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- ● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.
- ★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.
- WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059B. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

## Sales Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.*

### 012 Fruit, tree nut, vegetable farms

**SOUTH AFRICA**—Vegetable seeds, all types. South African Seed Exchange (Co-Operative) Ltd. (importer, manufacturer, retailer, wholesaler), P.O. Box 1781, Pretoria, Transvaal. WTD 4/19/66.

### 161 Highway construction

● **PERU**—"Puente Fiscal-Moquega" road construction of approximately 66 miles, with base budget over $5 million. Bids invited from contractors and contracting companies that have prequalified for bidding with the Bureau of Roads of the Ministry of Development and Public Works. Specifications available through Aug. 5 upon payment of U.S. $112 from Direccion de Caminos, Ministerio de Fomento y Obras Publicas, Avenida 28 de Julio, 3rd Floor, Lima. Bidders must submit their background information by Aug. 12. Bid deadline is 10 a.m., Aug. 18.

### 162 Heavy construction

● **INDIA**—Concrete dam construction, 435 ft. high, across Cheruthoni River, involves quantity of 1.7 million cubic meters (600 Lakhs Cft.) of concrete. Idikki H.E. Project, tender No. H.E.P. 9/1966, bid deadline 12 noon (IST), Sept. 15. Tender documents available from Chief Engineer upon payment of U.S. $17 (not refundable). **Write:** Chief Engineer, Civil, Kerala State Electricity Board, P. B. No. 21, Trivandrum-1, India.

### 201 Meat products

**FRANCE**—Plastic sausage casings. Requests replies in French. Victor Salmon & Fils, "Boystra" (importing wholesaler), 3-4 Quai St. Jean, 67 Strasbourg. WTD 6/22/66.

### 203 Canning, preserving foods

**AUSTRALIA**—Alaskan crab, deep frozen, in catering and consumer packs; shrimp in brine, in 3 and 7-ounce tins; salmon roe, in 5-pound cans and in small glass jars. Australian Merchants & Shippers Pty. Ltd. (shippers), Box 5103, G.P.O., Sydney, N.S.W. WTD 6/17/66.

Alaska crab, frozen. Keith Henry & Co. Pty. Ltd. (importer, exporter), 181 Clarence St., Sydney, N.S.W. WTD 6/21/66.

**MALAYSIA**—Canned food products; all kinds. Requests catalogs, c.i.f. prices, Port Swettenham. Naina Mohamed & Sons (M) Ltd. (importer, wholesaler, retailer), 1, 3 & 5 Old Market Square, Kuala Lumpur. WTD 6/16/66.

Canned foods, all kinds. Requests catalogs and c.i.f. prices, Port Dickson. The Pacific Co. (wholesaler, retailer, sales agent), 652 Rasah Rd. (Happy Garden), Seremban, Negri Sembilan. WTD 6/21/66.

Inexpensive canned foods, all kinds; direct purchase & agency. Requests catalogs, c.i.f. prices, Port Swettenham. Selamat Trading Co. (importer, commission agent), 67 Watson Rd. (2nd Floor), Port Swettenham, Selangor. WTD 6/21/66.

**SOUTH AFRICA**—Fruit, vegetable, fish; canned and preserved; pickled fruits, vegetables; vegetable sauces, seasonings; salad dressing and related foodstuff products. Direct purchase and agency. Buffalo Salt Works &

## Greece issues bid invitation for NATO radio relay plant

An invitation to bid announcing the procurement, installment and commissioning of three power plants for radio relay stations has been released by Greece's Ministry of Communications. A bid deadline has not been set but it will be announced when tender documents are distributed.

Competition is open to U.S. firms certified eligible for NATO International Competitive Bidding (ICB) and possessing a "secret" security clearance. The cost of the project is estimated at $200,000 with completion scheduled in December 1967.

Equipment to be procured include: One automatic no-break power plant consisting of one 10 KVA no-break set; two 30 KVA diesel alternator sets; one switchboard and all accessories; reserve, accessory, and installation equipment; and measuring instruments; one automatic electric fuel pump with level switches, one manual synchronizing equipment for synchronizing the stand-by engine, and one outdoor fuel storage tank.

A copy of the bid announcements and information about being certified for NATO ICB is available from the Department of Commerce, Trade Opportunities Staff, BDSA-624, Washington, D.C. 20230.

**Late Leads**—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Packing Company (manufacturer, importer, exporter), P.O. Box 3489, Johannesburg. WTD 6/15/66.

### 204 Grain mill products

**YUGOSLAVIA**—Powdered milk for animal feed; fishmeal; soybean meal (70,000 tons per year); other animal food concentrates. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer), Proleterskih brigada 58. Zagreb. WTD in preparation.

### 208 Beverage industries

**YUGOSLAVIA**—Essences, blenders (oak extract) for manufacture of brandies; concentrated fruit juices. Jugovino (vineyard, distillery), Novi Sad. WTD in preparation.

### 209 Food preparation

**PAKISTAN**—Soy bean oil; cottonseed oil; and tallow, white and yellow. Sheikh Fazal Rehman & Sons Ltd. (importing distributor, manufacturer), Industrial Area, Mumtazabad, Multan, Lahore, West. WTD 6/22/66.

Tallow, yellow and white. Khyber Overseas Corp. (importing distributor), Balwant Mansions, Beadon Rd., Lahore, West. WTD 5/27/66.

### 220 Textile mill products

**AUSTRALIA**—Upholstery material, manmade fibers, wool and cotton. Kent Traders Pty. Ltd. (wholesaler), 299 Kent St., Sydney, N.S.W. WTD 6/22/66.

**AUSTRIA**—Textile materials for manufacture of fine lingerie, foundation garments and particularly for ladies' swim suits. "Anita" Hermine Anna Vonwald (manufacturer), Neustiftgasse 3, A-1070 Vienna. WTD 6/22/66.

Fabrics of cotton, wool, rayon, linen, silk for manufacture of overcoats, suits, dresses, blouses, aprons; lining, padding material. Requests replies in German. Franz Albrecht (importer, retailer), Tuchlauben 14, A-1010 Vienna. WTD 6/22/66.

● **IRAQ**—Camouflage nets for steel helmets of various sizes. Tender No. INQ/66/ORD/59, bid deadline Aug. 27. Directorate of Contracts and Purchases, Ministry of Defence, Baghdad.★ (Telephone: 202-WO 7-5238).

● Tarpaulin fabric, 97,000 meters. Tender No. EME/28-966, bid deadline Aug. 23. Directorate of Contracts and Purchases, Ministry of Defence, Baghdad.★ (Telephone: 202-WO 7-5238).

**NETHERLANDS**—Home furnishing textiles for upholstering, draperies, curtains, etc.; blankets. Direct purchase and/or agency. Exclusive representation desired. Lethem Bros. & Mellin N.V. (importer, wholesaler, sales agent), 48-50 N.Z. Voorburgwal, Amsterdam. WTD 5/16/66.

### 227 Floor covering mills

**NETHERLANDS**—Home furnishings, such as woven carpets and rugs, tufted carpets and rugs, mats, etc., wall to wall carpets. Direct purchase and agency. Lethem Bros. & Mellin N.V. (importer, wholesaler, sales agent), 48-50 N.Z. Voorburgwal, Amsterdam. WTD 5/16/66.

### 228 Yarn, thread mills

● **CEYLON**—Viscose rayon yarn, 47,500 lb., 100 denier, assorted colors, on cones. Tender No. DA/D/25/40 (1/66), bid deadline Sept. 15. Chairman, Tender Board, Ministry of Home Affairs, Torrington Square, Colombo 7.★ (Telephone: 202-WO 7-5238).

**PAKISTAN**—Cotton, art silk, pure silk yarn. Paradise Textile Mills (importing distributor, manufacturer), Manzurabad, Outside Delhi Gate, Multan City, Lahore, West. WTD 6/17/66.

### 239 Fabricated textile products

● **IRAQ**—Tarpaulin covers, 7,700 of various sizes. Tender No. EME/28-966; bid deadline Aug. 23. Directorate of Contracts and Purchases, Ministry of Defence, Baghdad.★ (Telephone: 202-WO 7-5238).

● **MOZAMBIQUE**—Canvas awnings, 8.60 x 4.50 meters; 1,650 pcs. Tender No. A/CFB/1/1-36/1966, bid deadline Aug. 29. Office of Beira Railway Storekeeper, Division of the Port and Railways of Beira, P.O. Box 1399, Beira.★ (Telephone: 202-WO 7-5238).

### 241 Logging camps, logging contractors

**PAKISTAN**—Arches, power saws, stingers. Engineering Equipment Co., Ltd., (importing distributor), 90/B Gulberg II, Lahore, West. WTD 5/9/66.

### 243 Millwork, veneer, plywood, prefabricated structural wood products

**MALAWI**—Hardwood, plywood, specialized tiles and timber for tropical climate. Quote c.i.f. Beira in £ sterling. Direct purchase and agency. Messrs. J. Abegg Ltd. (importer, dealer), Siemsson Rd., P.O. Box 186, Limbe. WTD in preparation.

### 249 Wood products

**AUSTRALIA**—Woodenware, for display and gift items. Arthur Cocks & Co. Ltd. (wholesale merchant), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

### 251 Household furniture

**NETHERLANDS**—Innerspring, box spring, noninnerspring mattresses containing felt, foam rubber, or any other filling material. Direct purchase and/or agency. Lethem Bros. & Mellin N.V., 48-50 N.Z. Voorburgwal, Amsterdam. WTD 5/16/66.

### 259 Furniture, fixtures

**BELGIUM**—Shutters, awnings, sun shades.

### Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

J. & G. Windels & Co. N.V. (manufacturer, wholesaler), 39 Vandenbogaerdelaan, Izegem. WTD 4/27/66.

### 262 Paper mills

**BELGIUM**—"Onionskin" paper, weighing approximately 1.15 ounce per yard. Papyrus N.V. (importer, wholesaler, manufacturer), Lamorinierestraat 37, Antwerp. WTD 6/16/66.

**YUGOSLAVIA**—Paper board raw materials for containers. Ambalaza, Momcilo Stanjevic, Technical Director (packagers' assoc.); Bulevar Marsala Tita 6/IV, Novi Sad. WTD in preparation.

### 264 Converted paper, paperboard products

**MALAYSIA**—Stationery for office use. Direct purchase and agency. Selamat Trading Co. (importer, commission agent), 67 Watson Rd. (2nd Floor), Port Swettenham, Selangor. WTD 6/21/66.

● **THAILAND**—Kraft paper-backed aluminum foil, 400 reels, size 280 mm. wide by 2,700 m. long, (or 720 reels, size 280 mm. wide by 1,500 m. long), thickness 0.06-0.08 mm., weight 65-75 gms/sq. m., inside core diameter 165 mm. Tender No. 27/2509. Sample required with bid. Bid deadline Aug. 9. Full particulars and tender forms available from Procurement & Stores Section, Thailand Tobacco Monopoly, 184 Ram IV Rd., Bangkok. Copy of specifications available on a short-term loan basis to firms located in the U.S. from the Forest Products Division, BDSA-568, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3530).

### 273 Books

**PHILIPPINES**—Books, all kinds. Bienvenido A. Tan, Jr., Manager, The Bookmark, Inc. (importer, wholesaler, retailer, publisher), Natividad Bldg., 357 T. Pinpin and Escolta St., Box 1171, Manila. WTD 6/10/65.

### 275 Commercial printing

**PHILIPPINES**—Zinc plates for lithographic use. Direct purchase and agency. Antonio K. Gocolay, Vice-President and General Manager, Keyser Mercantile Co., Inc. (importer, wholesaler, indenter), 231 Aguado, Box 3535, Manila. WTD 2/16/66.

### 280 Chemicals, allied products

**YUGOSLAVIA**—Chemical coatings, paints, waterproofings, concrete additives; preservatives for surface coating industry (paint, varnish, and adhesives); slimicides, fungicides and bacteriocides for pulp, paper; insecticides for agricultural industry; phenylmercurial, non-mercurial compounds. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Borax, boric acid, glycerine (pharmaceutical grade), acril nitril monomer, sulphur (10,000 tons per year). Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Additives for animal feeds; amino acids, vitamins, antibiotics; seek sample quantities

for experiments to be followed by imports in quantity. Hercegovina Agricultural, Ing. Alija Hadziosmanovic, Director (Livestock Feed Factory); Mostar. WTD in preparation.

## 281 Industrial chemicals

**PAKISTAN**—Nickel catalysts for use in vegetable ghee (cooking medium) manufacture. Sheikh Fazal Rehman & Sons Ltd. (importing distributor, manufacturer), Industrial Area, Mumtazabad, Multan, Lahore, West. WTD 6/22/66.

Chemicals used in tanning, sugar, textile industries. Ahsan Agencies (Regd.) (importing distributor), Shahi Rd., Rahim Yar Khan, Lahore, West. WTD 6/17/66.

Caustic soda, soda bicarb. Paradise Textile Mills (importing distributor, manufacturer), Manzurabad, Outside Delhi Gate, Mulan City, Lahore, West. WTD 6/17/66.

Sodium sulfides, sodium bisulfides, pigments. Khyber Overseas Corp. (importing distributor), Balwant Mansions, Beadon Rd., Lahore, West. WTD 5/27/66.

**PHILIPPINES**—Ferrochrome low carbon. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

Ferromanganese. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer). 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

Non-silica parting powder. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer). 820 Marques de Comillas, Box 1386. Manila. WTD 12/14/65.

Pitch powder. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

**YUGOSLAVIA**—Industrial cleaning chemicals. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58. Zagreb. WTD in preparation.

Monosodium glutimate. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

## 282 Synthetic materials

**BELGIUM**—All types of plastic films for industrial and commercial packing and wrapping. Spruyt & Co. n.v. (importer, exporter, manufacturer, wholesaler), 46 Joos Robynslei, Borgerhout, Antwerp. WTD 6/16/66.

Polyurethane resins. Rocfloor, P.V.B.A. (importer, wholesaler, manufacturer), 295 Afrikalaan, Ghent. WTD 6/21/66.

**GERMANY**—Plastics raw materials. Max Reinhard & Co., Ingenieurbuero (importer, sales agent), 638 Bad Homburg v.d.H., Bluetenweg 7. WTD 6/27/66.

**YUGOSLAVIA**—Resins used in Anco-Tobin process for removing hair and preparing carcasses of hogs in slaughter houses. Technical data and samples requested. Yugoslav Institute for Meat Technology, Ing. Nenad Nikolis (research institute), Belgrade. WTD in preparation.

## 283 Drugs

**MALAYSIA**—Complete line of human drugs and medicine. Request's catalogs, c.i.f. prices, Port Swettenham. Naina Mohamed & Sons (M) Ltd., 1, 3 & 5 Old Market Square, Kuala Lumpur. WTD 6/16/66.

Veterinary preparations, antibiotics, vitamins, minerals for use in own factory. Chop Lip Seng (importer, wholesaler, retailer, manufacturer), 471 Jalan Ipoh, Kuala Lumpur. WTD 6/14/66.

**PAKISTAN**—Vitamins "A" & "D" for use in vegetable ghee (cooking medium) manufacture. Skeikh Fazal Rehman & Sons Ltd. (importing distributor, manufacturer), Industrial Area, Mumtazabad, Multan, Lahore, West. WTD 6/22/66.

**VIET-NAM**—Full line of pharmaceuticals and fine chemicals. Direct purchase and agency. Cong-Hoa Duoc-Cuoc (Sifapp) (importer, wholesaler, manufacturer), 120-126 Hai Ba Trung, P.O. Box 588, Saigon. WTD 6/13/66.

**YUGOSLAVIA**—Pharmaceuticals and equipment for pharmaceutical production. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Water soluble gums, botanicals, botanical extracts for use in pharmaceutical, food industries. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Soluble gums, botanical extracts, botanicals, especially guar gum flour; eventually purchase equipment to extract this product from their own plants for use in pharmaceutical and food industries. Formulas and technical advice needed. Dalmacijabilje, Ing. Milan Maravic, Professional Advisor (exporter); Trg republike bb., Dubrovnik. WTD in preparation.

## 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**PAKISTAN**—Polishing materials; copper, zinc, tin salts; emery powder 60-120 grains. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

Sulfonated oils. Khyber Overseas Corp. (importing distributor), Balwant Mansions, Beadon Rd., Lahore, West. WTD 5/27/66.

## 286 Gum, wood chemicals

**PAKISTAN**—Mimosa extracts; myrobalans extracts. H. M. Manzur Husain Khuda Bakhsh (manufacturer), Water Works Rd., P.O. Box 38, Multan City, Lahore, West. WTD 6/16/66.

**PHILIPPINES**—Bulk creosote and wolman salts. Allen L. Dwyre, Vice-President and Treasurer (importer, wholesaler, retailer, exporter, manufacturer), Atlantic, Gulf and Pacific Co. of Manila, Inc., Punta, Santa Ana, Box 626 Manila. WTD 3/16/66.

## 287 Agricultural chemicals

● **GREECE**—Aldrin, 50% W.P., 55 metric tons; heptachlor, 40% W.P., 5 m.t.; 2,4-D, 70% sodium salt, 48 m.t.; 2,4-D, 40% amine salt, 25 m.t.; DDT, 75% dust concentrate, 75 m.t.; lindane, 99%, 1,000 kgs.; BHC, 12-18% dust, 2 m.t.; winter oil emulsion with DNOC, 30 m.t.; sodium n-methyldithio-carbamate hydrated, 31%, 20 m.t.; PCNB, 75%, 2 m.t.; copper oxychloride-zineb mixture, W.P., 500 m.t.; dodecylguanidine acetate, 65% W.P., 15 m.t.; zineb, 65%, 64 m.t.; triphenyl tinacetate, 60% W.P., 25 m.t.; DDT, 75% W.P., 80 m.t.; BHC, 12-36%, 2 m.t.; metaldehyde, 95%, 1 m.t.; dieldrin, 75% W.P., 5 m.t.; dimethoate, 20-50% E.C., 6 m.t. Tender No. 1948, bid deadline Aug. 10. Agricultural Bank of Greece, Permanent Supplies Committee, 23 El. Venizelou St., Athens.★ (Telephone: 202-WO 7-3910).

**MALAYSIA**—Amino acid. Chop Lip Seng (importer, wholesaler, retailer, manufacturer), 471 Jalan Ipoh, Kuala Lumpur. WTD 6/14/66.

**YUGOSLAVIA**—Herbicides, insecticides for tobacco farming. Poduzece Za Otkup i Obradu Duhana, Mile Pavicic, Director (grower, exporter); Pitomac, SRH. WTD in preparation.

Synergists for production of agricultural insecticides; formulas and technical know-how to expand production, increase current product line. Dalmacijabilje, Ing. Milan Maravic, Professional Advisor (exporter); Trg republike bb., Dubrovnik. WTD in preparation.

Insecticides (300 to 500 tons per year); herbicides. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Herbicides, insecticides for tobacco farming. Poduzece Za Otkup i Obradu Duhana, Mile Pavicic. Director (grower, exporter); Pitomac, SRH. WTD in preparation.

## 289 Chemical products

**PAKISTAN**—Activated carbon and citric acid for use in vegetable ghee (cooking medium) manufacture. Skeikh Fazal Rehman & Sons Ltd. (importing distributor, manufacturer), Industrial Area, Mumtazabad, Multan, Lahore, West. WTD 6/22/66.

**YUGOSLAVIA**—Water resistant materials for coating and hardening dirt roads. Dimara, Nikola Bektasevic, Director (agent); Bircaninova 37, Belgrade. WTD 1/65.

## 295 Paving, roofing materials

**BELGIUM**—All types of roofing materials. Direct purchase and agency. Albitum n.v. (importer, wholesaler, manufacturer), 51 Lange Nieuwstraat, Antwerp. WTD 6/16/66.

Asphalt shingles, bituminous roofing felts. Antwerpsch Teer en Asphaltbedrijf, N.V. (exporter, manufacturer), 24 Tolstraat, Antwerp. WTD 6/22/66.

**YUGOSLAVIA**—Asphalt specialties, roofing compounds, adhesives for roofing. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

## 301 Tires, tubes

● **IRAQ**—Tires, 9,880; various sizes and types. Inner tubes, 9,907; various sizes. Tender No. EME/25/966, bid deadline Aug. 20. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad.★ (Telephone: 202-WO 7-3381).

## 306 Fabricated Rubber Products

● **BURMA**—Rubber hose, 2-3" ID, 600 pieces 2-3 feet in length. Tender No. 224/(T)/TTS-

BR(M)/65-66, bid deadline Aug. 31. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-3381).

● Ebonite rods, ½-3½ inch diameter, 134 pieces in 3-foot lengths. Tender No. 141/MCY-BR/65-66, bid deadline Aug. 17. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-3381).

**PAKISTAN**—Belting: conveyor, elevator, transmission, etc., rubber. M. H. Zafar & Co. (importing distributor, manufacturers), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

## 307 Plastic products

**YUGOSLAVIA**—Plastic glass for farm use. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTB in preparation.

## 312 Industrial leather belting, packing

**HONG KONG**—Textile leather sheets, to be used as apron for protecting rollers of spinning machines; thickness from 0.8 mm to 1.4 mm. Samples with prices quoted c.&f. Hong Kong requested. Land and Sea International (importer, exporter), 806 Tak Shing House, 20 Des Voeux Rd., Central, Hong Kong. WTD 7/28/65.

**PAKISTAN**—Belting, all sorts. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

## 315 Leather gloves

**AUSTRALIA**—Leather gloves for men, women, children. Arthur Cocks & Co. Ltd. wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

## 317 Handbags, personal leather goods

**AUSTRALIA**—Personal leather goods, e.g., wallets, change or coin purses, women's hand bags and other items that can be sold as gifts. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

## 319 Leather goods

**AUSTRALIA**—Embossed leather goods, leather desk sets, and associated leather goods. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney. WTD 6/20/66.

## 322 Glass, glassware

**AUSTRALIA**—Glass and glassware, particularly gift items. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

**AUSTRIA**—Household and kitchen glassware. Jos. H. Kaindl (importer, wholesaler, manufacturer's representative), Kaiserstrasse 113-115, A-1070 Vienna. WTD 3/19/65.

## 325 Structural clay products

**PHILIPPINES**—Refractory clay. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc., (importer, wholesaler, indentor, manufacturers), 820 Marques de Comillas, Box 1386, Manila. WTD 12-14-65.

## 326 Pottery, related products

**AUSTRALIA**—Pottery, china, related products. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

**AUSTRIA**—Vitreous china table and kitchen articles, decorative articles and other home furnishings of china and ceramics. Direct purchase and agency. Jos. H. Kaindl (importer, wholesaler, manufacturer's representative), Kaiserstrasse 113-115, A-1070 Vienna. WTD. 3/19/65.

● **GREECE**—Supply of 53,500 guy insulators, 16,000 light type, 26,000 medium type, 11,500 heavy type. Tender No. DMKD-459, bid deadline now set for Aug. 9. (see INTERNATIONAL COMMERCE July 4, p. 27). Public Power Corp., (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102, Greece.★ (Telephone: 202-WO 7-4241).

## 329 Abrasive, asbestos, nonmetallic mineral products

**FRANCE**—Wood-polishing abrasives and wood-finishing abrasive compounds of good quality. Agency. Potential direct purchase. Etablissements Beugniot-Browny (dealer), 14bis Rue du Petit-Goave; 33-Bordeaux, Gironde. WTD 11/30/65.

**PAKISTAN**—Fuller's earth. Skeikh Fazal Rehman & Sons Ltd. (importing distributor, manufacturer), Industrial Area, Mumtazabad, Multan, Lahore, West. WTD 6/22/66.

Crucibles, shape "A" for pig-iron casting; metal casting; grindstone artificial and abrasive stone above 12" dia. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

**PHILIPPINES**—Chromel wire and periclase. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

Silica bricks. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, indentor, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

## 331 Steel mill products

● **KENYA**—12,600 pressed steel sleepers, "F" type 6 ft. finished length, to Drg Z.. 12118/1, and special steel clips 2.5" x 2.5" x .5625" thick, to Drg. 8209, 30,000 each of type "T" and type "O" for use as railroad equipment. Tender No. Indent 5014/66, Circular 54, dated 6/24/66; bid deadline Aug. 1. Overseas Purchasing Division, P.O. Box 30540, Nairobi.★ (Telephone: 202-WO 7-2363).

**PAKISTAN**—Mild steel polished and black sheets, cold rolled, size 8' x 4', 18 gauge; 8' x 3', 20 and 22 gauge. Steel House (importing distributor, manufacturer), 10 Abbot Rd., Lahore, West. WTD 6/1/66.

Tin plate 18¾" x 28", 20" x 30", both in 30 gauge. Sheikh Fazal Rehman & Sons Ltd. (importing distributor, manufacturer), Industrial Area, Mumtazabad, Multan, Lahore, West. WTD 6/22/66.

MS billets, pig iron, MS sheets, galvanized iron sheets. Khyber Overseas Corp. (importing distributor), Balwant Mansions, Beadon Rd., Lahore, West. WTD 5/27/66.

120 sets points and crossings m.g. and 40 sets trap switches m.g., for 75 lb. B.S.R. rails. Tender No. PD/PW/31/13; bid deadline Aug. 31. The Secretary, East Pakistan Railway Board, Railway Bldg., Chittagong. Firms participating in the tender are required to purchase a set of tender documents for Rs. 100 (R. 4.76190=$1).

**PHILIPPINES**—Mild and rolled steel plates, mild steel channels, angles, beams, and galvanized iron sheets. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

Pig iron. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

Structural steel. Allen L. Dwyre, Vice-President and Treasurer, Atlantic, Gulf and Pacific Co. of Manila, Inc. (importer, wholesaler, retailer, exporter, manufacturer), Punta, Santa Ana, Box 626, Manila. WTD 3/16/66.

● **SUDAN**—340 pairs of sulb wheels complete with axle for use as roller bearing stocks. Tender No. 3525; bid deadline Sept. 7. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1; or Office of Controller of Stores, Atbara, Sudan.★ (Telephone: 202-WO 7-2363).

● **TURKEY**—Crane track and crane runway rails, St. 60 (DIN. 536), in 9-12 m. lengths, totaling 80,560 kg. Bid deadline Aug. 1. Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara. Firms participating in the bid are required to purchase a set of tender documents for $6, which includes return postage.

**YUGOSLAVIA**—Tin plate, either electrolytic or bescock. Limproduct, Radivoj Kosovac, Director General (exporter, manufacturer); Kisacki put bb, Novi Sad. WTD in preparation.

## 332 Iron, steel foundries

● **INDIA**—Railway trackwork: 60 sets of points, crossings and switches. Tender No. 501/11/084/21-7-65; bid deadline extended from July 6 to Aug. 3. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Tender documents may be purchased for $2.10 per set from India Supply Mission (Ref. No. D/ENQ/2020), 2536 Massachusetts Ave. NW., Washington, D.C. 20008.

## 333 Primary smelting, refining of nonferrous metals

**BRAZIL**—99.9% pure magnesium and magnesium alloys ASTM. Giuseppe Trincanato & Cia. Ltda. (importer), Caixa Postal 30241, Sao Paulo. WTD 6/24/66.

**PAKISTAN**—Copper ingots, zinc ingots, aluminum ingots. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

**PHILIPPINES**—Nickel pellets. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

## 335 Rolling, drawing, extruding of nonferrous metals

**BELGIUM**—Aluminum sheets and bars; wire products. Direct purchase and agency. Ch. Sternotte P.V.B.A. (wholesaler), 1-3 Kleine Breemstraat, Hasselt. WTD 6/16/66.

**PAKISTAN**—Aluminum pipes ½", ¾", 1" outer dia. in 10 and 20 ft. lengths. Steel House (importing distributor, manufacturer), 10 Abbot Rd., Lahore, West. WTD 6/1/66.

**PHILIPPINES**—Aluminum wire and copper

tubing. Direct purchase and agency. J. V. Ongpin, President, Engineering Equipment, Inc. (importer, wholesaler, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

## 339 Primary metal industries

● **COSTA RICA**—Supply of 140 semihard or high resistance hollow steel posts with sulphur and phosphorus content not to exceed 0.06% with approximate specifications as follows: breaking stress 5,400 to 6,500 kg/Cm² (46,200 lbs. per sq. inch); stretch not under 17% in 5 cm (2″); thickness not under 6.35 mm (¼″). Tender No. 1135, bid deadline Aug. 5. Correspondence preferred in Spanish. Instituto Costarricense de Electricidad (ICE), San Jose, Costa Rica.★ (Telephone: 202-WO 7-4241).

● Supply of 130 semihard hollow steel posts or steel of high resistance, with sulphur and phosphorus contents not to exceed 0.06%, having an elasticity limit of 3.250 Kgs/cm² (46,200 lbs. sq. in.); stretch not less than 17% in 5 cm (2″); thickness not less than 6.35 cm (¼″); diameter from 5 to 20 cm (2″-8″) and height 15 meters (49″). Tender No. 1336, bid deadline Aug. 8. Correspondence preferred in Spanish. Instituto Costarricense de Electricidad (ICE), San Jose, Costa Rica.★ (Telephone: 202-WO 7-4241).

## 342 Cutlery, hand tools, general hardware

**AUSTRALIA**—Cutlery, kitchen, table and carving, especially types for wholesale as gift items. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

**AUSTRIA**—All types of hardware for households, gardening, and hobbyists. Also professional hardware and tools for plumbers, carpenters, locksmiths, and related trades. Direct purchase and agency. Jos. H. Kaindl (importer, wholesaler, manufacturers' representative), Kaiserstrasse 113-115, A-1070 Vienna. WTD 3/19/65.

● **BURMA**—Supply of various sizes and quantities of files. Tender No. 140(T)/MCY-BR/65-66, bid deadline Aug. 17. The Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5589).

**PAKISTAN**—Files, steel 6″ to 16″. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

## 343 Heating apparatus, plumbing fixtures

**AUSTRALIA**—Domestic central heating equipment. Direct purchase and agency. Wonder-Heat Pty. Ltd. (manufacturer, wholesaler, exporter), 375 Riversdale Rd., Camberwell, Victoria. WTD in preparation.

**MALAWI**—Heating, cooling, and plumbing fittings and equipment for building trade. Quote c.i.f. £sterling Beira. Descriptive literature appreciated. Direct purchase and agency. Messrs. J. Abegg Ltd. (importer, dealer), Siemsson Rd., P.O. Box 186, Limbe. WTD in preparation.

**YUGOSLAVIA**—Self-regulating instantaneous water heaters, "Y" type strainers and equipment; pressure reducing valves, pump-pressure regulators; temperature regulators. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

## 344 Fabricated structural metal products

● **JORDAN**—Design, supply, erection of structural steel for expansion of buildings; also top and lateral coverings, stairways, platforms for drives, ladders, accessories for buildings, and erection crane for crusher building, on project estimated at $100,000. Contact Polysium GmbH, Graf-Galen Str. 17, 4723 Neubeckum, Germany, for further technical information. Prices must be submitted for each item separately in Jordan Dinars to be delivered f.o.b. port of shipment. The company will transport by sea freight and insure the goods. Supplier must provide country of origin and name of manufacturer and address. No bid will be considered if documents are not provided. Tender No. 26/66, bid deadline Aug. 15. Specifications, plans and tender documents available upon payment of JD.5 (U.S. $14) plus postage JD.1000 ($2.80) from Jordan Cement Factories Co., Ltd. P.O. Box 610, Amman. Contract payment arrangements are: Irrevocable L/C: 20% on receipt of order, 70% on presentation of shipping documents, 10% upon completing erection. Sample tender copy and drawings available for examination only in U.S. Department of Commerce, Building Materials and Construction Industries Division, Rm. 4014, Washington, D.C.

**NETHERLANDS**—Alumnium parts for shop fronts. Direct purchase and/or agency. Firma J. Haasdijk (importer, wholesaler, manufacturer, exporter, retailer), 2-4 Loetestraat, Rotterdam. WTD 10/4/65.

## 348 Fabricated wire products

**PAKISTAN**—Wire netting of brass, copper, aluminum; 30 to 41 gauge. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandeth Rd., Lahore, West. WTD 5/27/66.

## 349 Fabricated metal products

**YUGOSLAVIA**—Irrigation equipment; sprinklers. Request replies in German. Agrooprema, Ing. Andreja Lazarevic, Director Machinery Dept. (importer); Balkanska 44, Belgrade. WTD in preparation.

Sprinkler irrigation equipment. Pionir, Poljoprivredni pogon Division of Danube-Tisa-Danube Canal Authority, Miroslav Panic, Director (agricultural combine); Novi Sad. WTD in preparation.

Containers, tanks for storage, transport of liquid oxygen, nitrogen, air hydrogen, helium. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

## 351 Engines, turbines

**PAKISTAN**—Marine diesel engines from 30 to 300 hp. with auxiliary equipment. Engineering Equipment Co. Ltd. (importing distributor), 90/B Gulberg II, Lahore, West. WTD 5/9/66.

Diesel oil engines 20-25 h.p. Pioneer Traders (importing distributor), Al-Hassan Mansions, Azamat Waste Rd., Multan City, Lahore, West. WTD 6/17/66.

## 352 Farm machinery, equipment

**YUGOSLAVIA**—Steam cleaning equipment for agricultural use. Kmetiski Komninat, Ing. Netko Babic, Deputy General Director (producer); Muzejski Trg 2, PTUJ. WTD in preparation.

Specialized multi-purpose farm vehicles suitable for use in tobacco farming. Dimara, Nikola Bektasevic, Director (agent); Bircaninova 37, Belgrade. WTD in preparation.

Steam cleaning equipment for agricultural use. Dinara, Nikola Bektasevic, Director (agent); Bircaninova 37, Belgrade. WTD in preparation.

Complete lines and systems for fruit and vegetable cultivation: soil preparation, planting, cultivating, harvesting, handling packaging. Poljoprivredni Industriski Kombinat, Ing. Zivko Gatin, Director, Experimental Developmental Station (producing combine); Opuzen, Dalmatia. WTD in preparation.

Grain driers, especially for corn, capacity up to 10 tons per hour; steam cleaning equipment for agricultural use. Kmetiski Komninat, Ing. Netko Babic, Deputy General Director (producer); Muzejski Trg 2, PTUJ. WTD in preparation.

Machines for mechanized harvesting of sugar beet seed. Request available information on combine harvesting of such seed. Pionir, Poljoprivredni pogon Division of Danube-Tisa-Danube Canal Authority, Milan Panic, Director (agricultural combine); Novi Sad. WTD in preparation.

Dehydrator for alfalfa capable of producing 2,000 kilograms alfalfa flour per hour. Pionir, Poljoprivredni pogon, Miroslav Panic, Director (agricultural combine); Novi Sad. WTD in preparation.

Land leveling equipment; grain and seed cleaners, separators; seed bed equipment. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Steam cleaning apparatus for use in agriculture. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Machines for automatic grading, filling of containers. Ambalaza, Momcilo Stanojevic, Technical Director (packager's association); Bulevar Marsala Tita 6/IV, Novi Sad. WTD in preparation.

Corner pickers, three row; hay mowers, complete line of choppers, balers, handling equipment; complete line, sugar beet harvesting equipment. Request replies in German. Agrooprema, Ing. Andreja Lazarevic, Director, Machinery Dept. (importer); Balkanska 44, Belgrade. WTD in preparation.

Equipment for harvesting, drying, and processing tobacco. Poduzece Za Otkup i Obradu Duhana, Mile Pavicic. Director (grower, exporter); Pitomaca, SRH. WTD in preparation.

Power lawn mowers, tillers, small tractors, multi-purpose machines for parks, etc. Requests pictures, prospectus, explanations, prices if possible. Uprava Za Ozelenjavanje Grada, Arpad Sebenji, sef racunovodstva, Commercial Director; (park maintenance service); Trg slobode br. 2, Subotica. WTD in preparation.

Complete harvesting line for sugar beets. Request replies in German. Agrooprema, Ing. Andreja Lazarevic, Director, Machinery Dept. (importer); Balkanska 44, Belgrade. WTD in preparation.

## 353 Construction, mining, materials handling machinery, equipment

● **BURMA**—One portable diesel powered 10/7 cu. ft. concrete mixer, with recommended

list of spare parts to cover 5-year operation; 6 concrete vibrators with recommended list of spare parts to cover 5-year operation; one diesel air-cooled power unit 9 hp. for operating adzing machine; 2 hand operated chain blocks, 10-ton lift, with recommended list of spare parts to cover 5-year operation; 4 bar bending machines, hand operated with recommended list of spare parts to cover 5-year operation; one nut forging machine; one nut tapping machine; 6 combinatino oxygen-acetylene welders and cutting sets. Tender No. 137 (T)/MCY-BR-65/66, bid deadline Aug. 3. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon.★ (Telephone: 202-WO 7-5566).

● Eight tractor shovel-loaders, wheel type, diesel engine not less than 130 hp., 2¼ cu. yd. bucket; 3 mobile self-propelled cranes, hydraulic or mechanically operated, 10-ton lift capacity, full 360 degree swing; 12 portable air compressors, 250 c.f.m., diesel powered; 10 concrete mixers, mounted on 4 wheel pneumatic tired chassis 7/5 cu. ft. capacity, diesel powered. Tender No. E18(T)MCY-PWC(M)66-67, bid deadline Sept. 12. Five portable granulators to produce aggregate sizes ½" to 1½" at 12-20 tph. 25 hp. diesel engine; 5 portable rock crushers, 10" x 21" jaws, 20 hp. diesel engine, capacity 10 tph. Tender No. P5(T)MCY-PWC (M)66-67, bid deadline Sept. 12. Director of Engineers, Public Works Corp., No. 60, Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-5566).

● **IRAQ**—Quantities of various genuine O.E.M. spare parts for Atlantic Tractor GR7 R.R. model C6S FL series 109J, 1966-1967 requirements. Tender No. EME/22/966, bid deadline Aug. 20. Copies available from Embassy of the Republic of Iraq, Office of the Armed Forces Attache, Washington, D.C.

**NETHERLANDS**—Garage equipment, including automobile lifts. Direct purchase and/or agency. Exclusive representation desired. Handel Maatschappij Atico N.V. (importer, wholesaler), 157 Stadhouderskade, Amsterdam. WTD 5/12/66.

**PAKISTAN**—Excavators up to 2 cu. yd. capacity, self-propelled scrapers. water well drilling machinery and supplies, compaction equipment, sheepsfoot rollers, tampers, compactors, railway track equipment. Engineering Equipment Co., Ltd. (importing distributor), 90/B Gulberg II, Lahore, West. WTD 5/9/66.

● **TURKEY**—Two overhead traveling cranes, each with a 50 ton lifting capacity. No bid deadline has been specified. The State Railways Administration, Ankara, Turkey. Specifications available for $9.50, including airmail charges, from Modern Tercume Burosu, Menekse Sokak, 20/7, Kizilay, Ankara.

**YUGOSLAVIA**—Crawler type tractors, 150-250 hp. Poljoprivredni Industriski Kombinat, Ing. Zivko Gatin, Director, Experimental Developmental Station (producing combine); Opuzen, Dalmatia. WTD in preparation.

Equipment for reconstruction and rehabilitation of railway tracks. Univezal, Miodrag Lazarevic, Department Chief (agent); Belgrade. WTD in preparation.

Parts for servicing all makes of crawler tractors. Dinara, Nikola Bektasevic, Director (agent); Bircaninova 37, Belgrade. WTD 1/65.

## 354 Metalworking machinery

**FRANCE**—Vertical boring and turning mills with or without side arm, turning diameter without side arm: 4,000, 5,000, 6,000, 8,000, 10,000, 15,000, 16,000, 20,000 m/m; facing lathes swing: 1,500, 2,000, 3,000, 4,000, 5,000, 6,000, 8,000, 10,000 m/m; sliding surfacing and screwcutting lathe, swing over bed 1,000, 1,200, 1,500, 2,000, 3,000 m/m, turning lengths 2,000, 2,500, 3,000, 4,000, 5,000, 6,000, 8,000, 10,000, 12,000, 14,000 m/m; turning, drilling and cutting-off machines, diameter of bars admitted by the spindle: 200, 400, 500, 600, 800, 1,000 m/m; initial pinch plate bending rolls working length; 3,000, 4,000, 5,000, 6,000, 8,000 m/m; connected load for each of the foregoing is 25, 30, 40 m/m; initial pinch plate bending rolls, working length: 3,000, 4,000, 5,000, 6,000, 8,000, connected load 50, 60 m/m; guillotine shears with parallel drive, cutting length: 2,500, 3,000, 4,000, 5,000, with tensile strength of tons/sq. inch, 20, 30, 40 m/m, for each designation; horizontal boring and milling machines, floor type, diameter of spindle 160 m/m, 180 m/m, 200 m/m, 300 m/m (urgent); roll grinding machines, grinding diameter 1,000, 1,400, 1,600, 1,800; height of centers 5,000, 6,000 8,000, 10,000, 12,000, 14.000; universal milling machine table: 2.000 x 1.000, 3.000 x 1.000, 4.000 x 1.500; power traverses vertical 1.000, 1.500. Requests replies in French. Manach S.A.—Societe pour le Commerce International (importer, retailer, commission merchant, agent), 201 Avenue de Rosny, Mantes La Jolie (78). WTD 3/24/66.

● **INDIA**—One armature lathe capable of accommodating work pieces 40" dia. by 5' long. Tender No. 404/16/037/25-5-66, bid deadline Aug. 24. One armature lathe to handle work pieces up to approximately 50" dia. by 8' long, one armature banding machine, and one commutator undercutting machine. Tender No. 501/16/054/9.6.66, bid deadline Aug. 26. Global Procurement. Director General of Supplies & Disposals, National Insurance Bldg., Parliament St., New Delhi. Copies of specifications and conditions for each tender available for $1.50 per copy from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington, D.C. 20008. Ref. Nos. I.S.M. D/ENQ/2045, and D/ENQ/2040, respectively.

● **IRAQ**—Yearly supply of materials including reboring machines, acetylene generators, 20-190 amp. arc welding units, 20-200 amp. gas driven welders, electric soldering irons, air compressors, hydrometers, battery chargers, automotive spark plugs, brake relining riveters, greasing devices, electric cable. Tender No. EME/966, bid deadline Aug. 23. Copies of requirements and additional information available from Colonel M. T. Kashmoula, Armed Forces Attache, Office of the Armed Forces Attache, Embassy of Iraq, 3510 Garfield St. NW., Washington, D.C.

**NETHERLANDS**—Garage equipment, including automotive maintenance machinery and equipment. Handel Maatschappij Atico N.V. (importer, wholesaler), 157 Stadhouderskade, Amsterdam. WTD 5/12/66.

**PAKISTAN**—Lathes capstan and over 16' bed; drills, shappers, planners, for use in railroad, automotive, and general workshops. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

● **SUDAN**—One double grinding machine with two 18" x 3" wheels, Contract No. 3508, bid deadline Aug. 25; two radial drilling machines, Contract No. 3536, bid deadline Aug. 29; one 21-in. standard center lathe suitable for handling diesel axels with wheels attached, Contract No. 3206, bid deadline Sept. 6. Office of Controller of Stores, Atbara.★ (Telephone: 202-WO 7-5652).

● **TURKEY**—Railroad weldshop equipment including one rail brushing machine, one rail trueing press, one deburring machine, 12 compressed air valves. Bid deadline Aug. 8. TCDD Isletmesi Genel Mudurlugu, Merkez Alim ve Satim Komisyonu Baskanligi, Ankara. Copies of specifications in English available for $9.50 per copy from Modern Tercume Burosu, Menekse Sokak 20/7, Kizilay, Ankara.

**VIET-NAM**—Machinery and equipment for an aluminum rolling mill, with an estimated annual production of 3,000 M/T. List describing type of machinery desired available on loan from the U.S. Department of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230. Nam Thinh Mau Dich Xa (importer), 39 Chau Van Tiep, Cholon. WTD 6/13/66.

Machinery and equipment for manufacture of light motorcycle component parts except motors for assembly. Annual production estimated at 2,000 units. Nam Thinh Mau Dich Xa (importer), 39 Chau Van Tiep, Cholon. WTD 6/13/66.

Machinery and equipment for galvanization and corrugation of steel sheets. Nam Thinh Mau Dich Xa (importer), 39 Chau Van Tiep, Cholon. WTD 6/13/66.

**YUGOSLAVIA**—Machines for manufacturing tin cans, including automatic shears, presses, etc.; to double capacity to 1.4 million cans per day. Limprodukt, Radivoj Kosovac, Director General (manufacturer, exporter); Kisacki put bb, Novi Sad. WTD in preparation.

Equipment for production of Freon I and II aerosol containers for marketing insecticides; capacity of 2,000 ½ pint containers per day required. Dalmacijabilje, Ing. Milan Maravic, Professional Advisor (exporter); Trg republike bb., Dubrovnik. WTD in preparation.

## 355 Special industry machinery

**FRANCE**—Woodworking machinery, heavy-duty, and tools; attachments and accessories of all categories; jointers, planers, lathes, mortisers, and portable machines of new types for industrial uses and artisan workers. Also sawmill machinery, such as cut-off type chainsaws, automatic, portable and others; electric or gasoline-powered. Agency. Potential direct purchase. Etablissements Beugniot-Browny (dealer), 14 bis Rue du Petit-Goave; 33-Bordeaux, Gironde. WTD 11/30/65.

**GERMANY**—Plastics working machinery. Max Reinhard & Co., Ingenieurbuero (importer, sales agent), 638 Bad Homburg v.d.H., Bluetenweg 7. WTD 6/27/66.

**INDIA**—Printing and perforating machinery for producing fine line charts for measuring and recording equipment, capable of printing a variety of charts up to 3 meters in length and 30 centimeters in width. Perforating machine should be adjustable. Toshniwal Bros. Private Ltd. (importer), 85A Sarat Bose Rd., Calcutta 26. WTD 11/10/65.

● One degreaser plant with capacity to handle 600 lb. of Zircalloy per hour. Tender No. AEE/P/CAP/12271. Although a bid deadline of July 26 is specified, this may be extended. Senior Purchase Officer, Atomic Energy Establishment Trombay (Purchase Division), Mohatta Bldg. (Third Floor), Palton Rd., Bombay 1.★ (Telephone: 202-WO 7-5589).

**PAKISTAN**—Hosiery knitting machinery, accessories and spare parts; textile machinery consisting of spinning, weaving, carding, mercerizing, dying, and bleaching, with blow room equipment; flour mill machinery with capacity of 40 tons per day of eight hour shift; sugar

mill machinery with crushing capacity of 1,500 tons per day with utilization of byproducts. Ahsan Agencies (Regd.) (importing distributor), Shahi Rd., Rahim Yar Khan, Lahore, West. WTD 6/17/66.

**PHILIPPINES**—Wire-tapping and braiding equipment for wires used in repair of motors, generators and transformers. A. C. Jimnez, Philippine Industrial Engineering Co., Inc. (importer, wholesaler, retailer, exporter), 2242 Pasong Tamo, Makati, Rizal; Box 973, Manila. WTD 11/10/65.

**YUGOSLAVIA**—Equipment for processing eggs into powder and other products, and for grading and packing eggs for export. Univerzal, Miodrag Lazarevic, Department Chief (agent); Belgrade. WTD in preparation.

Latest equipment for producing paper products such as plates, cups, napkins, tissues. Univerzal, Miodrag Lazarevic, Department Chief (Agent); Belgrade. WTD in preparation.

Equipment for production of hard board from glass wool. Feroelektro, Miodrag Gajic, Referent (importer, exporter); Marsala Tita 48, Sarajevo. WTD in preparation.

Bottling line for fruit juices; packaging equipment for fruit conserves, juices; concentrates, etc.; machines for closing screwcaps and covering glass bottles, jars. Requests full particulars, including specifications, prices, terms of payment. Podgorka, Milan Raca, Commercial Representative (producer); ul. Principova 15, Osecina, Nakovo. WTD in preparation.

Machines, equipment, tools for meat-processing industry: mobile slaughtering units, machines for cutting, grinding, sausage-making, canning; injectors, freezers, freezing tunnels (including liquid litrogen), cold storage equipment. Tehnometal, Miroslav Sapina, Chief, Import Dept. (importer); Temerinska 12, Novi Sad. WTD in preparation.

Power saws, blade lengths 70 to 90 centimeters. Kmetiski Kombinat, Joze Pospeh, Nacelnik (agricultural combine); Sentjir, SRS. WTD in preparation.

Extension saws for cutting high branches on trees (without climbing); post hole drillers. Requests replies in German. Uprava Za Ozelenjavanje Grada Arpad Sebenji, Commercial Director (park maintenance service); Trg slobode br. 2, Subotica. WTD in preparation.

Bottling line, 1,200 liters per hour capacity, for alcoholic beverages, especially wine, beer, brandy. Request replies in German. Agrooprema, Ing. Andreja Lazarevic, Director, Machinery Department (importer); Balkanska 44, Belgrade. WTD in preparation.

Bottling and bottle reclaiming equipment for alcoholic and non-alcoholic drinks. Ambalaza, Momcilo Stanojevic, Technical Director (packagers' association); Bulevar Marsala Tita 6/IV, Novi Sad. WTD in preparation.

Baggers, packers, conveyors for dry bulk material. Ambalaza, Momcilo Stanojevic, Technical Director (packagers' association); Bulevar Marsala Tita 6/IV, Novi Sad. WTD in preparation.

Complete line of packaging equipment (265 for containers) for forming and fabricating containers, filling, dosing, packaging. Ambalaza, Momcilo Stanojevic, Technical Director (packagers' association); Bulevar Marsala Tita 6/IV, Novi Sad. WTD in preparation.

Engineering services and equipment for finishing, handling and packaging organic chemicals and viscose products for overseas shipment; services equipment for packing methods utilizing plastic covered paper cartons, sterile preservative packaging (without refrigeration). Ambalaza, Momcilo Stanojevic, Technical Director (packagers' association); Bulevar Marsala Tita 6/IV, Novin Sad. WTD in preparation.

Air separation plants for production of liquid or gaseous oxygen, nitrogen, air, hydrogen. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zareb. WTD in preparation.

Machinery for soft drink, wine, beer, and bakery industries. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Filter machines, pads, fibers for processing industries; chemical, beverage, food, pharmaceutical, etc. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

## 356 General industrial machinery

**BELGIUM**—Air compressors, water pumps; all kinds, particularly for industrial application. Werkhuizen Alidor Claeys (manufacturer, wholesaler), Zedelgem. WTD 6/13/66.

**PAKISTAN**—Air compressors: diesel driven, mobile air compressors 250/300 capacity. Akburn & Co. (importing distributor), National House, 47, The Mall, P.O. Box 521, Lahore 2, West. WTD 1/28/66.

Manufacturing or assembling plants for air conditioners, electric, a.c., 50 cycles, 220 volts, single phase, 1, 1½, 2 to 5 tons; air conditioners, natural gas operated, 1, 1½, 2 to 5 tons; refrigerators, 4 to 17 cu. ft., electric and natural gas operated; electric motors, 20-25 h.p., agricultural tractors, 20, 25, 30 h.p. Technical know-how essential. Pioneer Traders (importing distributor), Al-Hassan Mansions, Azamat Waste Rd., Multan City, Lahore, West. WTD 6/17/66.

Tubewell centrifugal pumps 6″ and 8″ dia., compressor units. Pioneer Traders (importing distributor), Al-Hassan Mansions, Azamat Waste Rd., Multan City, Lahore, West. WTD 6/17/66.

● **SUDAN**—Supply of one air compressor for recharging breathing apparatus to charge "T" type cylinders with a capacity of 1,240 liters and a working pressure of 1,980 p.s.i. Tender No. 3541, bid deadline Sept. 8. Sudan Govt. Purchasing Agent, 3/5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-5589).

**VENEZUELA**—Pulleys, pinions, gears, belts, chains, reduction units. Requests replies in Spanish. Cambio de Frecuenciah, C.A., (CAFRECA) (Government agency), Division de Compras. Edificio Saturnia, Piso 4, Oficina 401, Avenida El Lago, San Bernardino, Caracas.

## 357 Office, computing, accounting machines

**MALAWI**—Typewriters, office appliances. Quote c.i.f. price £ sterling. Estimate delivery time factory to Beira. Direct purchase and agency. Messrs. H. J. Downs (1962) Ltd. (manufacturer, agent), Downs House, Victoria Ave., P.O. Box 346, Blantyre. WTD in preparation.

## 358 Service industry machines

**MALAWI**—Refrigerators, domestic. Quote c.i.f. price in £ sterling. Estimate delivery time factory to Beira. Direct purchase and agency. Messrs. H. J. Downs (1962) Ltd. (manufacturer, agent), Downs House, Victoria Ave. P.O. Box 346, Blantyre. WTD 8/7/62 under revision.

**NETHERLANDS**—Small complete air conditioning units. Direct purchase and/or agency. Firma J. Haasdijk (importer, agent, retailer, exporter, manufacturer, wholesaler), 2-4 Loetestraat, Rotterdam. WTD 10/4/65.

**PAKISTAN**—Light engineering mobile workshop on truck to undertake small reptairs such as water pumps, compressors, electric motors; fiberglass strainers for water wells, 10″ to 12″ dia. 16 to 18 rft. Akburn & Co. (importing distributor), National House, 47 The Mall, P.O. Box 521, Lahore 2, West. WTD 1/28/66.

Air conditioning domestic units of 1, 1½ ton window type; commercial units of 5 to 100 tons; refrigerators 4 to 10 cu. ft. Pioneer Traders (importing distributor), Al Hassan Mansions, Azamat Waste Rd., Multan City, Lahore, West. WTD 6/17/66.

Water treatment plants for small communities and towns. Engineering Equipment Co. Ltd. (importing distributor), 90/B Gulberg II, Lahore, West. WTD 5/9/66.

**YUGOSLAVIA**—Custom-made air conditioning equipment for use in large commercial or industrial installations. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer); Proleterskih brigada 58, Zagreb. WTD in preparation.

Refrigeration compressors, related equipment for deep-freeze storage units. Request replies in German. Agrooprema, Ing. Andreja Lazarevic, Director, Machinery Department (importer); Balkanska 44, Belgrade. WTD in preparation.

## 361 Electric transmission, distribution equipment

● **COSTA RICA**—Supply of 750 three-wire KWH service meters; 300 KWH service meters, two elements, three-phase; 15 monophasic KWH meters; 50 KWH service meters, three-wire, two elements; 10 meters with indicators of maximum demand; 150 meters with indicators of maximum demand for direct reading. Tender No. 1333, bid deadline Sept. 13. Terms and specifications in Spanish. Correspondence preferred in Spanish. Instituto Costarricense de Electricidad ("ICE"), San Jose.★ (Telephone: 202-WO 7-2939).

● **ECUADOR**—Supply of materials and equipment for electric distribution network and lighting system for City of Tulcan. Bid deadline Aug. 16. Secretaria, Institute Ecuatoriano de Electrificacion (INECEL), Casilla Postal 2986, Quito. Specifications available from Secretaria, Institute Ecuatoriano de Electrificacion (INECEL) for $11.25 including airmail charges. Correspondence preferred in Spanish. Copy of specifications in Spanish available for review only, not for loan, in the U.S. Department of Commerce, Power and Electrical Equipment Division, Rm. 4124, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

● Supply of measuring and flow control instruments for installation in the Bahia de Caraquez waterworks. Tender No. 7, bid deadline Aug. 30. Terms and specifications in Spanish. Correspondence preferred in Spanish. Secretaria, Instituto Ecuatoriano de Obras Sanitarias (IEOS), Casilla Postal 680, Quito.★ (Telephone: 202-WO 7-2939).

**GERMANY**—Panels for data processing ma-

chines. Dieter Kraft (wholesaler), 6 Frankfurt am Main, Hermannstrasse 29. WTD 6/14/66.

● **JORDAN**—Supply and installation of equipment for high voltage switchboard with all necessary equipment for three 2,000 kw. diesel generators to include bus bar insulators, circuit breakers, voltage release, auxiliary switches, current transformers, earth-fault protection, voltage and power factor meters, frequency meters, KWH recorders, over current time relays and differential protection relays. Also low voltage switchboard for every distribution panel. Tender No. 25/66, bid deadline Aug. 31. Jordan Cement Factories Co. Ltd., P.O. Box 610, Amman. Copy of specification and drawing available for review only, not for loan, from the U.S. Department of Commerce, Power & Electrical Equipment Division, Rm. 4124, BDSA-662, Washington, D.C. 20230. Additional copies available from Jordan Cement Factories Co. Ltd. for JD. 5—(JD. 1 = $2.8) plus airmail postage.

**PAKISTAN**—Switchgear for electric motors fractional and above 30 hp. Pioneer Traders (importing distributor), Al-Hassan Mansions, Azamat Waste Rd., Multan City, Lahore, West. WTD 6/17/66.

Measuring instruments electric, meters. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

● **THAILAND**—Supply of miscellaneous potential and current transformers. Tender No. MEA-PSD-050, bid deadline Aug. 23. The Metroplitan Electricity Authority, Chakrapetch Rd., Bangkok.★ (Telephone: 202-WO 7-5552).

● Supply of one unit, oil immersed, three-phase power transformer 500 KVA, H.T. 5,500 v. = 2.50%, 5%, 50 cycle, of core type for indoor erection, naturally cooled. Transformer to be in accordance with the IEC recommendation for power transformers. Bid deadline Aug. 3. The National Economic Development Corp. Ltd., 43 Soi Rajkroo, Paholyothin Rd., Bangkok.★ (Telephone: 202-WO 7-4241).

● Supply of 50 each—A 15 kva, 50 each—B 25 kva, 200 each C 37.5 kva, 200 each—D 50 kva, 200 each—E 75 kva, 150 each—F 100 kva distribution transformers, complete self-protected (CSP) type, single-phase, 50 cycle, rated 12,000—240/480 volts with four 20½% primary taps below 12,000 v. The transformers shall have four secondary bushings. One spare primary fuse shall be furnished with each group of 10 transformers. Tender No. MEA-PSD-049, bid deadline Aug. 16. The Metropolitan Electricity Authority, Chakrapetch Rd., Bangkok. Additional tender forms with specification and terms may be purchased for $1 per set at the Accounting & Financing Division, Metropolitan Electricity Authority.★ (Telephone: 202-WO 7-4241).

**VENEZUELA**—Seeks suppliers of electric power transmission equipment, portable transformers 69/30 and 30/5 kv, and synchronous frequency converters, induction type, up to 200 kw. Prospective suppliers must register with the company. Request replies in Spanish. Cambio de Frequencia C.A. (Cafreca) (Government agency), Division de Compras, Edificio Saturnia, Piso 4, Oficina 401, Avenida El Lago, San Bernardino, Caracas.

## 362 Electrical industrial apparatus

● **JORDAN**—Supply and install 3 identical diesel generator sets, approximately 2,000 kw. each, 6,000 volts, 50 cycle, parallel with existing generator sets. Tender No. 24/66, bid deadline Aug. 31. Tender documents and specifications available from Jordan Cement Factories Co. Ltd., P.O. Box 610, Amman, for $30.80 including airmail charges. Estimated value $450,000. Cash against delivery f.o.b. or by Letter of Credit with installments to be recommended by seller.. One copy of specifications available for review only, not for loan, in the U.S. Department of Commerce, Power and Electrical Equipment Division, Rm. 4124, BDSA-662, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

**PAKISTAN**—Electric motors, fractional and above 30 hp. Pioneer Traders (importing distributor), Al-Hassan Mansions, Azamat Waste Rd., Multan City, Lahore, West. WTD 6/17/66.

● **SUDAN**—Supply of one 8-circuit, separately controlled, metal rectifier battery charging set suitable for charging 8 lead acid storage batteries used in train-lighting; one 2-circuit, separately controlled, metal rectifier battery charging set suitable for charging two nickel cadmium batteries used in diesel locomotives. Each charging set should be supplied with a control switch board. Contract No. 3526, bid deadline Aug. 25. Office of Controller of Stores, Atbara. In case of firms established abroad tenders and deposits may be sent to Sudan Govt. Purchasing Agent, 3-5 Cleveland Row, St. James', London, S.W.1.★ (Telephone: 202-WO 7-4241).

**VENEZUELA**—Portable diesel-electric generator sets up to 500 kw; single and triple phase electric motors; dry auto-transformers, starters and coils. Requests replies in Spanish. Cambio de Frequencia C.A. (CAFRECA) (Government Agency), Division de Compras, Edificio Saturnia, Piso 4, Oficina 401, Avenida El Lago, San Bernardino, Caracas.

## 363 Household appliances

**AUSTRALIA**—Domestic space heaters—solid fuel, oil and gas. Direct purchase and agency. Wonder-Heat Pty. Ltd. (manufacturer, wholesaler, exporter), 375 Riversdale Rd., Camberwell, Victoria. WTD in preparation.

**MALAYSIA**—Inexpensive household appliances; all types. Direct purchase and agency. Requests catalogs and c.i.f. prices, Port Dickson. The Pacific Co. (wholesaler, retailer, sales agent), 652 Rasah Rd. (Happy Garden), Seremban, Negri Sembilan. WTD 6/21/66.

## 364 Electric lighting, wiring equipment

● **BURMA**—Supply of 5,228 lamps, 3-200 watts. Tender No. 1155/EL-UBR/65-66, bid deadline Aug. 17. The Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-5345).

● Supply of 7,860 mercury lamps, chokes, ballasts; 1,250 incandescent lamps; 3,290 meters; 348,800 meter seals. Tender No. 650/T/EL (ESB)65-66. Bid deadline Aug. 18. Controller, General Stores Dept., Electricity Supply Board, Ahlone, Rangoon.★ (Telephone: 202-WO 7-5345).

● **PORTUGAL**—Supply, installation of general lighting system, electrical outlets of the Carregado Thermo-Electric Station, first stage. Bid deadline Aug. 31. Empresa Termo-Electric Portuguesa, S.A.R.L., Rua Rosa Araujo 34-3°, Lisbon. Specifications available at the above address at $17.50 per copy.

## 366 Communication equipment

● **AUSTRALIA**—Supply of a three-channel carrier telephone terminal with repeater and power supply panel. Schedule C1208, bid deadline Aug. 25. Supply of various types of plugs for telephone switchboards, testing equipment and automatic switches. Quantities vary from 50 to 200,000. Schedule C1205, bid deadline Aug. 2. The Controller, Stores and Contracts, Department of the Postmaster General, 380 Russell St., Melbourne, C.1, Victoria.★ (Telephone: 202-WO 7-4823).

● **COLOMBIA**—Supply and installation of an automatic telephone system for local and long distance service. Tender No. 2, bid deadline Oct. 31. Terms and specifications available for $317.50 from the Empresas Departamentales de Antioquia Apartado Aereo 710, Medellin.

● **IRELAND**—Supply and installation of automatic telephone exchanges and line concentrators at provincial centers. Tender No. C/513, bid deadline Sept. 27. Engineer-in-Chief, Department of Posts and Telegraphs, Contract Section, Hawkins House, Dublin 2.★ (Telephone: 202-WO 7-4823).

● **THAILAND**—Supply of 12 telephone branch exchanges, associated equipment. Tender No. 70/2509, bid deadline Aug. 9. Conditions and specifications may be obtained from the Telephone Organization of Thailand, Ploenchit Rd., Bangkok, for $5 per set.

● **VIET-NAM**—Supply of spare parts for ciphering machine. Tender No. 2265-29066, bid deadline Aug. 5. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-4823).

## 367 Electronic components, accessories

**GERMANY**—Flashing relays for motor cars which flash on both sides of the car, left and right in intervals in case of emergency stop. Gabsteiger & Co., KG (importer, distributor, wholesaler), 2000 Hamburg 22, Schellingstrasse 10. WTD 2/16/65.

## 369 Electrical machinery, equipment, supplies

● **IRAQ**—Supply of 1,150 6-volt batteries of various plates and 6,450 12-volt batteries of various plates. Tender No. EME/29-966, bid deadline Aug. 23. Directorate of Contracts and Purchases, Ministry of Defense, Baghdad. Additional tender documents may be obtained from the Military Attache, Iraqi Embassy Washington, D.C.★ (Telephone: 202-WO 7-4241).

● **SUDAN**—Supply of 20,000 battery inert cells No. 54 of approx. dimension 3¼" x 3¼" x 7½" height; 10,000 battery inert cells No. 56 of approx. dimension 2¼" x 2¼" x 6" height; 6,000 battery inert cells No. 59 of approx. dimension 1⅜" x 1⅜" x 3⅜" height in accordance with B.S.S. 397/1960 Type I S 4 having wire. Contract No. 201, bid deadline Aug. 10. Tenders should be addressed to the Controller, Stores and Workshops, Department of Posts and Telegraphs, Light Industrial Area, Khartoum South, in registered sealed envelopes (by sealing wax) and endorsed "Tenders for the supply of inert cells".★ (Telephone: 202-WO 7-4241).

**YUGOSLAVIA**—X-ray processing units. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer), Proleterskih brigada 58, Zagreb. WTD in preparation.

## 371 Motor vehicles, motor vehicle equipment

**NEPAL**—Passenger buses, 12, with modern

amenities including radio and wall clock fittings, air-condition arrangements, etc. to ply along hill road up to 8,000 ft. Desires catalogs and quotations c.i.f. Calcutta. A. M. Arathoon Co. (Nepal) Pvt. Ltd., Seto Durbar, Kathmandu. WTD under preparation.

Repair and replacement parts for motor vehicles—ball bearings, crankshafts, injectors, michiline metallic tires, axle shafts, rear brake drums, crown wheels, pinions, rotors, shock absorbers, etc. Desires catalogs and quotations c.i.f. Calcutta. A. M. Arathoon Co. (Nepal) Pvt. Ltd., Seto Durbar, Kathmandu. WTD in preparation.

**NETHERLANDS**—Clutch assemblies, clutch discs, transmission shafts, brake and clutch linings and other parts, wheel bolts, truck and trailer parts. Direct purchase and/or agency. Exclusive representation desired. N. V. Wijlhuizen Import Automateriaal (importer, sales agent), 9 Eusebiusbuitensingel, Arnhem. WTD 5/17/66.

## 374 Railroad equipment

● **IRAQ**—200 standard gauge box cars. Tender No. IRRS/G/IT/36/66, bid deadline Sept. 26. Directorate General, Iraqi Republican Railways Service, Ministry of Communications, Baghdad. Tender documents available from the Railways Treasury Accountant at above address against payment of $70 (unrefundable).

● 5 refrigerated cars for standard gauge railways. Tender No. IRRS/G/IT/25/66, bid deadline Oct. 3. Directorate General, Iraqi Republican Railways Service, Ministry of Communications, Baghdad. Tender documents available from the Railways Treasury Accountant at above address against payment of $56 (unrefundable).

## 381 Engineering, laboratory, scientific, research instruments

● **SUDAN**—Supply of 3 theodolites, complete with tripods; 3 levels, complete with tripods. Tender No. 3538, bid deadline Sept. 1. Sudan Government Purchasing Agent, 3-5 Cleveland Row, St. James's, London, S.W.1.★ (Telephone: 202-WO 7-2939).

● **TURKEY**—One fault locator unit to locate faults in phase-to-phase and phase-to-ground single or multiple conductor lines. Bid deadline Aug. 15. Submitted by IETT Genel Mudurlugu, Evrak ve Arsiv Mudurlugu, Metro Han Kat 3, Istanbul (General Directorate of Power, Subways and Tramways Administration, Directorate of Records and Archives). Bidding specifications in English available from Modern Tercume Burosu, Menekse Sokak 20/7, Kizlay, Ankara, upon payment of $5 per copy including airmail charges.

## 382 Instruments for measuring, controlling, indicating physical characteristics

**AUSTRALIA**—Barometers. Arthur Cocks & Co. Ltd. (wholesale merchants), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

**FRANCE**—Three-channel temperature recorders and humidity indicators, a.c., 110 or 127 volts, 50 cycles. Requests price quotations and descriptive literature for two tropicalized apparatus, for use in African territory (humidity 70 to 95%), with these features: 3-channel climatic recorder (thermometric, from 10° to 60° C); (barometric, from 715 to 765 millimeters, Hg.); hydrometric 100 divisions, from 20 to 100%); distance from transducer to recorder, 300 meters); 3-channel recorder (thermometric, 15° to 30° C.); (barometric, 965 to 985 millibars); hydrometric, 80 to 100%); distance from transducer to recorder, 700 meters; instruments not equipped with cable; also replacement parts, including one control psychrometer; one thermometric, one barometric, and one hydrometric transducer. Societe de Recherches et d'Applications Electroniques "Racia" (dealer, manufacturer), 65-65 bis Bld. Pierre Ier, 33- Bordeaux, Gironde. WTD 6/21/66.

● **IRAQ**—Supply of measuring instruments including, but not limited to, the following: firing laying equipment; lighting sets; packing rings; deflectors. Tender No. REG/E/328, bid deadline not determined. Office of the Armed Forces Attache, Embassy of the Republic of Iraq, Washington, D.C.★ (Telephone: 202-WO 7-2939).

**PAKISTAN**—Mechanical instruments for measuring water, gas and other liquid flow. M. H. Zafar & Co. (importing distributor, manufacturer), Ram Gali No. 1, Brandreth Rd., Lahore, West. WTD 5/27/66.

● **VIET-NAM**—Supply of tachometers with accessories. Tender No. 2258-28066, bid deadline Aug. 5. Terms in English, specifications in French. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

## 383 Optical instruments, lenses

**AUSTRALIA**—Optical goods, lens, frames, sunglasses and other gift items. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

## 384 Surgical, medical, dental instruments

● **IRAN**—Supply of 1,500 miners' helmets complete with flashlight fixtures and adjustable inside leather band. Tender No. 4034, bid deadline Sept. 17. The Steel Corp. of Iran (SCI), 35 Forsat Ave., Shah Reza, Tehran.★ (Telephone: 202-WO 7-2939).

**NETHERLANDS**—Low priced manometers. Direct purchase and/or exclusive agency. Schaeffer & Budenberg (manufacturer, importer, agent), N.V., 4 Van de Spiegelstraat, The Hague. WTD 6/22/66.

**YUGOSLAVIA**—Veterinary equipment, all kinds; veterinary pharmaceutical specialties. Dinara, Nikola Bektasevic, Director (agent); Bircaninova 37, Belgrade. WTD 1/65.

## 386 Photographic equipment, supplies

**PHILIPPINES**—Photographic equipment and supplies including equipment for developing and printing photo paper and films, x-ray and other films, paper for black and white/color. Direct purchase and agency. Antonio K Gocolay, Vice-President and General Manager, Keyser Mercantile Co. Inc. (importer, wholesaler, indentor), 231 Aguado, Box 3535, Manila. WTD 2/16/66.

Lithographic films. Direct purchase and agency. Antonio K Gocolay, Vice-President and General Manager, Keyser Mercantile Co. Inc. (importer, wholesaler, indentor), 231 Aguado, Box 3535, Manila. WTD 2/16/66.

**YUGOSLAVIA**—Washers for photo developing; liquid friskit, mask-out fluid for retouching transparencies, color prints, black and white prints, negatives; films, tapes for home movies, titles, recording, color slides; darkroom accessories; developing tanks, processing machines; other tapes and photographic equipment. Chemcolor, ph. Sucurovic Nedeljko, Technical Advisor; Slobodan B. Catic, Department Manager (importer), Proleterskih brigada 58, Zagreb. WTD in preparation.

## 387 Watches, clocks, parts

**AUSTRALIA**—Clocks, all kinds, for use as gift items. Arthur Cocks & Co. Ltd. (wholesaler), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

## 391 Jewelry, silverware, plated ware

**AUSTRALIA**—Pewterware, cutlery, silverware and jewelry. Arthur Cocks & Co. Ltd. (wholesale merchant), Arco House, 63 York St., Sydney, N.S.W. WTD 6/20/66.

## 395 Pens, pencils, office, artists' materials

● **CEYLON**—Supply of 25,000 red and purple record ink ribbons for use in ticket printing machines. Bid deadline Aug. 17. The Tender Board, Ceylon Transport Board, 200 Kirula Rd., Colombo 5.★ (Telephone: 202-WO 7-2939).

## 399 Manufacturing industries

**AUSTRALIA**—Music boxes, giftware and novelties. Arthur Cocks & Co. Ltd. (wholesale merchant), Arco House 63 York St., Sydney, N.S.W. WTD 6/20/66.

## 525 Hardware, farm equipment

**MALAWI**—Electric-hand tools, light engineering and mechanical tools, water pumps. Direct purchase and agency. Messrs. V. J. Paint & Hardware Stores, Sharrers Rd., P.O. Box 248, Blantyre. WTD 6/22/66.

Tools, paint, glass, roofing materials, domestic and agricultural hardware and appliances. Quote c.i.f. Beira in £ sterling. Descriptive literature appreciated. Direct purchase and agency. Messrs. J. Abegg Ltd. (importer), Siemsson Rd., P.O. Box 186, Limbe. WTD in preparation.

## 593 Antique stores, second-hand stores

**PAKISTAN**—Used wearing apparel for men, women and children. Sarhad Tobacco Store (Registered) (importing distributor, manufacturer), 93 Gurmandi, Multan City, Lahore, West. WTD 6/16/66.

## 614 Personal credit institutions

● **COLOMBIA**—Credit rating and collection firm seeks to establish contact with U.S. personal credit companies that may be interested in appointing a representative or establishing a branch office in Colombia. Sr. Jaime Correales, Gerente Directorio Nacional de Creditos, Avenido Jimenez, No. 10-41, Piso 5, Bogota.

## 824 Correspondence schools

● **COLOMBIA**—Businessman desires to establish contact with U.S. correspondence schools that may consider appointing a representative or establishing a branch office in Colombia. Sr. Jaime Correales, Gerente, Directorio Nacional de Creditos, Avenida Jimenez. No. 10-41, Piso 5, Bogota.

# Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 012 Fruit, tree nut, vegetable farms

**PHILIPPINES**—Fresh fruits, almonds, chestnuts, walnuts. Walter Dumermuth, Executive Manager, Marsman & Co., Inc. (importer, wholesaler, indentor, exporter), Buendia Ave., corner Washington St., Makati, Rizal; Box 297, Manila. WTD 10/25/65.

### 201 Meat products

**MALAWI**—Good quality canned meats and related items. Quote c.i.f. Beira. Samples requested. Sole agency Malawi preferred. Douglas Nash Agencies (representative, distributive agency), P.O. Box 106, Livingstone Ave., Blantyre. WTD 6/28/65.

### 201 Meat products

**SOUTH AFRICA**—Casings, cellulose and plastic, for meats, polonies, etc. Plastic shrink bags for dressed poultry. Bowater Agencies (Pty) Ltd. (importer, wholesaler), P.O. Box 4663, Johannesburg. WTD 6/14/66.

### 203 Canning, preserving food

**MALAWI**—Good quality foodstuffs in cans, jars or flexible packs for supermarket and grocery trade. Sole agency Malawi preferred. Quote £ sterling c.i.f. Beira. Samples appreciated. Douglas Nash Agencies (representative, distributive agency), P.O. Box 106, Livingstone Ave., Blantyre. WTD 6/24,66.

**PHILIPPINES**—Canned milk (evaporated, powdered), fish, and cheese, including Edam. Walter Dumermuth, Executive Manager, Marsman & Co., Inc. (importer, wholesaler, indentor, exporter), Buendia Ave. corner Washington St., Makati Rizal; Box 297, Manila. WTD 10/25/65.

### 204 Grain mill products

**MALAWI**—Packed cereals, rice, flour and petfood items for grocery and supermarket trade. Quote c.i.f. Beira in £ Sterling. Samples appreciated. Douglas Nash Agencies (representative, distributive agency), P.O. Box 106, Livingstone Ave., Blantyre. WTD 6/28/65.

**PHILIPPINES**—Wheat flour. Walter Dumermuth, Executive Manager, Marsman & Co., Inc., (importer, wholesaler, indentor, importer), Buendia Ave., corner Washington St., Makati, Rizal; Box 297, Manila. WTD 10/25/65.

### 207 Confectionery, related products

**MALAWI**—Chocolate; cookies; candy; chewing gum. Quote c.i.f. Beira in £ sterling. Samples appreciated. Douglas Nash Agencies (representatives, distributive agency), P.O. Box 106, Livingstone Ave., Blantyre. WTD 6/28/65.

### 228 Yarn, thread mills

**GREECE**—Synthetic yarns for the textiles industry. Sales agent requests replies with price quotations ex-works, or f.o.b. New York, or c.i.f. Piraeus. Myriotis Brothers (sales agent), 1 Stephan Strait St., Athens 111. WTD 6/24/66.

### 229 Textile goods

**PHILIPPINES**—Felts for pulp and paper machines. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 262 Paper mills

**PHILIPPINES**—Multiwall heavy duty kraft paper. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 266 Building paper, board mills

**THAILAND**—Acoustical ceiling tile. Delivery within four months. Requests catalogs and price lists. Loxley (Bangkok) Ltd. (importer, distributor), 304 Suapa Rd., Bangkok. WTD 2/28/66.

### 273 Books

**SOUTH AFRICA**—Books, all subjects except religious. Exclusive agency on commission basis. R. H. G. Lamberth (publishers' agent), P.O. Box 22, Howard Place, Cape Province. WTD 2/8/65 under revision.

### 281 Industrial chemicals

**NETHERLANDS**—Chemicals; all kinds. Wigleven-Rotterdam (manufacturer, exporter), 58 Persoonshaven, Rotterdam-20. WTD 6/23/66.

**NEW ZEALAND**—Cobalt oxide suitable for manufacture of commercial fertilizers, rendered water soluable by addition of sulphuric acid; also cobalt sulphate. Thomas Hyde Limited (importer, manufacturer), 435 St. Asaph St., Christchurch. WTD 5/18/65.

**PHILIPPINES**—Industrial chemicals including soda ash, borax, arsenic trioxide, caustic soda, sodium sulphate, barium sulphate, sodium nitrate, calcium carbonate, aluminum sulphate. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 284 Soap, detergents, cleaning preparations, perfumes, cosmetics

**NETHERLANDS**—Soaps; cosmetics; cleaning compounds; waxes; polishes; emulsions; related products. Wigleven-Rotterdam (manufacturer, exporter), 58 Persoonshaven, Rotterdam-20. WTD 6/23/66.

### 287 Agricultural chemicals

**YUGOSLAVIA** — Agricultural insecticides. Dinara, Nikola Bektasevic, Director (agent); Bircaninova 37, Belgrade. WTD 1/65.

Fertilizers, plant foods, insecticides, fungicides, other plant protection agents. Agroservis, Konstantin Pahani, Manager, Belgrade Office (agent), Vojvode Misica 2/I, Novi Sad. WTD 7/65.

### 289 Chemical products

**NETHERLANDS**—Fatty acids chemical products. Wigleven-Rotterdam (manufacturer, exporter), 58 Persoonshaven, Rotterdam. WTD 6/23/66.

### 325 Structural clay products

**PHILIPPINES**—Firebricks. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 327 Concrete, gypsum, plaster products

**AUSTRIA**—Building materials of any kind which are new and competitive. Firm also offers warehouse services to U.S. exporters of any type of merchandise. Has large storage yard with own railroad siding. Walter Hannak, Baustoffgrosshandel und Auslieferungslager (wholesaler), Wiener Reichsstrasse 267, A-4020 Linz/Donau. WTD 12/22/65.

### 331 Steel mill products

**PAKISTAN**—Tin plates prime quality, size 18¾" x 28" x 30 gauge; 20" x 30" x 30 gauge; coating .50, .75, 1.00, 1.25; cast iron pipes equivalent to BSS 1211 of 1958 class b. 3" to 12" dia. Abdul Rahim Khan & Sons Ltd. (importing distributor, manufacturer), 8 McLeod Rd., Lahore, West. WTD 5/26/66.

### 342 Cutlery, hand tools, general hardware

**THAILAND**—Locks and lock systems for use in jails. Delivery within four months. Requests catalogs and price lists. Loxley (Bangkok) Ltd. (importer, distributor), 304 Suapa Rd., Bangkok. WTD 2/28/66.

### 343 Heating apparatus, plumbing fixtures

**SOUTH AFRICA**—Oil burning heaters for household and industrial use. Higginson & Turnbull (Pty) Ltd. (automotive sales representatives, consultants), P.O. Box 7759, Johannesburg. WTD 3/16/66.

### 344 Fabricated structural metal products

**GREECE**—Nuclear power plant. Firm interested in representing U.S. manufacturer in view of the Greek Government's plan to purchase a nuclear power plant. Myriotis Brothers (sales agent), 1 Stephan Strait St., Athens 111. WTD 6/24/66.

### 348 Fabricated wire products

**PHILIPPINES**—Wires for pulp and paper machines. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 349 Fabricated metal products

**PHILIPPINES**—Irrigation distribution system. F. B. Orendain, Sales Manager, Engineering Equipment, Inc. (importer, wholesaler, indentor, manufacturer), 820 Marques de Comillas, Box 1386, Manila. WTD 12/14/65.

### 351 Engines, turbines

**PHILIPPINES**—Steam turbines for industrial drives. A. B. Jeffs, Machinery Division Mana-

ger, Atlantic, Gulf & Pacific Co. of Manila, Inc. (importer, wholesaler, retailer, indentor, manufacturer, assembler), 45 Muelle de la Industria, Box 626, Manila. WTD 3/16/66.

Hydraulic turbines. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 353 Construction, mining, materials handling machinery, equipment

**AUSTRALIA**—Materials handling equipment, all kinds. A. E. P. Engineering Sales Pty. Ltd. (importer, wholesaler), 481 Old South Head Rd., Rose Bay, N.S.W. WTD 6/23/66.

**PAKISTAN**—Construction plants; road building machinery. Abdul Rahim Khan & Sons Ltd. (importing distributor, manufacturer), 8 McLeod Rd., Lahore, West. WTD 5/26/66.

**PHILIPPINES**—Grinding balls. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

Shovel cranes. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 354 Metalworking machinery

**AUSTRALIA**—Portable hand tools. A. E. P. Engineering Sales Pty. Ltd. (importer, wholesaler), 481 Old South Head Rd., Rose Bay, N.S.W. WTD 6/23/66.

**VENEZUELA**—Automotive maintenance equipment in general. George Papas—Caribe—Veb Automotive Equipment (sales agent), Apartado 10234, Sabara Grande, Caracas. WTD 6/15/66.

### 355 Special industry machinery

**GREECE**—Textile machinery (mercerizing machines, screen printing and roller printing machines, calenders for the textile industry); machinery for the paper industry (paper pulp, paper and paper products industries, including calenders). Sales agent requests replies with descriptive literature and prices ex-works, or f.o.b. New York or c.i.f. Piraeus. Myriotis Brothers (agent), 1 Stephan Strait St., Athens 111. WTD 6/24/66.

**PHILIPPINES**—Complete machinery for plastic factory. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

**YUGOSLAVIA**—Machines for bottling alcoholic drinks, related lines. Univerzal, Miodrag Lazarevic, Department Chief (agent), Belgrade. WTD in preparation.

### 356 General industrial machinery

**BRAZIL**—Induction ovens and die-electric heating equipment and related devices. Transeletrica Transissoes e Instalacoes Eletricas Ltda., Rua Paula Souza 471 sala 25-A, Sao Paulo. WTD 5/6/66.

### 361 Electric transmission, distribution equipment

**AUSTRALIA**—Transmission equipment. A. E. P. Engineering Sales Pty. Ltd. (importer, wholesaler), 481 Old South Head Rd., Rose Bay, N.S.W. WTD 6/23/66.

**BRAZIL**—Oscilloscopes, bridges, and related instruments. Transeletrica Transmissoes e Instalacoes Eletricas Ltda. (agent), Rua Paula Souza 471 sala 25-A, Sao Paulo. WTD 5/6/66.

**PHILIPPINES**—Distribution and power transformers, watt-hour meters, switchgear. Eduardo T. Rodriguez, Vice-President and General Manager, Molave Trading & Manufacturing Co., Inc. (indentor), 318-319 Filoil Bldg., Taft Ave., Manila. WTD 10/22/65.

### 367 Electronic components, accessories

**BRAZIL**—Semiconductor rectifiers, silicon controlled rectifiers, transistors. Transeletrica Transmissoes e Instalacoes Eletricas Ltda. (agent), Rua Paula Souza 471, sala 25-A, Sao Paulo. WTD 5/6/66.

### 371 Motor vehicles, motor vehicle equipment

**SOUTH AFRICA**—Automotive replacement parts, all types; requested by Sales Agent. Walter W. Livingstone, P.O. Box 11558, Johannesburg. WTD 6/15/66.

### 372 Aircraft, parts

**AUSTRALIA**—Aviation equipment, accessories, training aids and survival equipment for general use as differentiated from commercial air line use. Avmar Pty. Ltd. (importer, wholesaler, retailer, manufacturer), P.O. Box 208, Bankstown, N.S.W. WTD 6/21/66.

### 381 Engineering, laboratory, scientific, research instruments

**AUSTRALIA**—Aviation navigation equipment, for general use as differentiated from commercial air line use. Avmar Pty. Ltd. (importer, wholesaler, retailer, manufacturer), P.O. Box 208, Bankstown, N.S.W. WTD 6/21/66.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**BRAZIL**—Temperature regulators and controls; electronic analyzers to determine tenor or carbon in steel. Transeletrica Transmissoes e Instalacoes Eletricas Ltda., Rua Paula Souza, 471 sala 25-A, Sao Paulo. WTD 5/6/66.

**SOUTH AFRICA**—Infrared temperature sensing cameras for use with rotary kilns. Electrolink (Pty.) Ltd. (manufacturers' agent), P.O. Box 1223, Cape Town, Cape Province. WTD 9/10/65.

### 384 Surgical, medical, dental instruments

**BRAZIL**—Pharmaceutical and medical laboratory instruments. Transletrica Transmissoes e Instalacoes Eletricas Ltda. (agent), Rua Paula Souza 471, sala 25-A, Sao Paulo. WTD 5/6/66.

**THAILAND**—Operating tables, accompanying lamps, all related equipment. Surgical instruments. Delivery within four months. Requests complete set of catalogs and price lists. Loxley (Bangkok) Ltd. (importer, distributor), 304 Suapa Rd., Bangkok. WTD 2/28/66.

### 399 Manufacturing industries

**AUSTRALIA**—Art reproductions, advertising novelties, advertising display materials, novelty table lamps. Oswald-Sealy (Overseas) Ltd. (importer, wholesaler, commission merchant), 263 Clarence St., Sydney, N.S.W. WTD 6/20/66.

### 507 Hardware

**BELGIUM**—Fittings for heating installations. Carnoy-Vandensteen N.V. (importer, wholesaler, manufacturer), 203 Afrikalaan, Ghent. WTD 6/21/66.

## Leads for Importers

*Commodities are offered direct unless specified*

### 208 Beverage industries

**YUGOSLAVIA**—Jugovino brand wine and brandies; priced extremely reasonably. Navip (vineyard, distillery); Tadeusa Kosciuskog 38, Belgrade. WTD in preparation.

"Mastika" (brand) high-quality brandy. Pretprijatije "Grozd", Eftim Bojcev, Commercial Director (producer); Strumica, SRM. WTD in preparation.

Plum brandy (Sljivovica), canned fruits, juices, concentrates, syrups. Podgorka, Milan Raca, Commercial Representative (producer); ul. Principova 15, Osecina, Nakov. WTD in preparation.

### 209 Food preparation

**MALAYSIA**—Palm oil and coconut oil, 500 tons each per month. Direct sale or through agent. Associated Producers Co. (exporter, commission merchant, agent), Room 5 (1st Floor), 28 Beach St., Penang. WTD 6/14/66.

### 210 Tobacco manufactures

**YUGOSLAVIA**—Tobacco, Virginia type. Poduzece Za Otkup i Obradu Duhana, Mile Pravicia, Director (grower, exporter); Pitomaca, SRH. WTD in preparation.

### 242 Sawmills, planing mills

**FRANCE**—Walnut gunstocks and blanks (for sporting rifles and others), de luxe, semi-luxe, and standard types. Also walnut veneer for cabinet-makers. Wholesale exportation, direct or through well-established agents. Etablissements Emile Lajunias (producer, wholesaler, exporter), Avenue de la Gare, Montignac-sur-Vezere; 24- Dordogne. WTD 6/27/66.

**MALAYSIA**—Malayan timber: logs and sawn lumber. Direct sale or through agents. General Sawmills (M) Ltd. (wholesaler, retailer, exporter), 2 Jalan Kilang, Petaling Jaya, Selangor. WTD 6/15/66.

### 249 Wood products

**SWEDEN**—Agents wanted for picture mouldings. Capacity: 30.000 meter per month with short notice. Samples can be sent upon request. Hantverkslist AB, (manufacturer, retailer, wholesaler), Fack 9, Stigtomta. WTD 6/22/66.

### 333 Primary smelting, refining of nonferrous metals

**MALAYSIA**—Refined tin. Direct sale or

through agent. Associated Producers Co. (exporter, commission merchant, agent), Room 5, (1st Floor), 28 Beach St., Penang. WTD 6/14/66.

### 354 Metalworking machinery

**YUGOSLAVIA**—Tin cans for food and chemicals to U.S. or anywhere in Europe; cans produced are from 1 to 200 liters. Limproduct, Radivoj Kosovac, Director General (manufacturer, exporter); Kisacki put bb, Novi Sad. WTD in preparation.

### 503 Dry goods, apparel

**FINLAND**—Men's and women's skiwear, including gloves, mittens, anoraks, trousers, boots; ladies' dresses. Brochures, pictures, available on loan from the U.S. Department of Commerce, Trade Opportunity Staff, BDSA-624, Box TO500M, Rm. 4203, Washington, D.C. 20230. Finnosan Tuonti-Vienti (importer exporter), Suolahti. WTD 6/17/66.

## Vietnamese bureau requests price lists and literature on U.S. industrial machinery

U.S. suppliers of industrial machinery and equipment are invited to send price lists and descriptive literature of their stock lines to the Technical Guidance Bureau, Vietnamese Confederation of Industrialists and Craftsmen, 51 Ben Chuong Duong, Saigon, Viet Nam.

Dissemination of this information will be made to the 5,000 Vietnamese firms who are registered in the Confederation. The member enterprises range from small handicraft workshops to large modern factories.

The U.S. Embassy in Saigon and USAID are cooperating with the Vietnamese industrialists in this project.

## Laotian handicraft items viewed as possibility for novelty sales

Handicraft items suitable for sale as novelty items are being produced by northern Laotian tribes.

Prices range from $1 to $200 for such items as silver bowls, gold and silver jewelry set with semi-precious stones, silks, purses, dolls, shoulder bags, shirts, and a bamboo musical instrument called a *Khenes*.

Firms interested in these items should write: Galen Beery, USAID/IVS APO, San Francisco, Calif., 96352.

## Pakistan extends deadline on telephone equipment bids

The Director General, Pakistan Telegraph and Telephones, has extended the bid deadline for the HF Radio Expansion Project from 10 a.m. Aug. 15 to 10 a.m. Aug. 22. (INTERNATIONAL COMMERCE, July 18, p. 72).

## Iraq extends bid deadline

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, has extended the bid deadline from June 4 to Aug. 6 on tender No. MISC/9/1966 covering veterinary drugs, dressings and instruments (INTERNATIONAL COMMERCE, May 16, p. 22).

# Visiting Buyers and Officials

*Scheduled arrival dates and U.S. addresses indicated*

**AUSTRALIA**—John Joseph Rooney, Rooney, Burgess & Bye, Consulting Engineers, P.O. Box C 325, Clarence St., Sydney, N.S.W., **interested in meeting engineers and builders to study normal office procedures of U. S. consulting engineering firms and to inspect multi-story buildings under construction; requesting technical information.** Aug. 3 via New York for three weeks. c/o Procon Inc., 23 E. Jackson St., Chicago, Ill. Itinerary: New York, Chicago, Los Angeles. WTD 6/24/66.

**BRAZIL**—Ulysses Vieira Chaves, Chaves Lancamentos de Condominios, Rua da Bahia, 1152, Belo Horizonte, Minas Gerais, **interested in prefabricated houses and buildings; requesting technical information.** First half of August via New York for 20 days. c/o Department of Commerce New York Field Office. Itinerary to be arranged after arrival. WTD in preparation.

**ECUADOR**—Manuel Contag, Confecciones Iman, Calle Guayaquil 1166, esq. de Olmedo, Quito, **interested in investigating the possibility of selling ready made clothing of imported or domestic textiles; requesting technical information.** July 18 via Miami for one month. c/o Chase Park Plaza Hotel, St. Louis, Missouri. Itinerary: St. Louis, New Orleans, Houston, Dallas, Los Angeles, San Francisco, Chicago, New York, Pittsburgh, Washington, D.C. WTD in preparation.

**KOREA**—Kwang Yul Chee, Director, Sangmi Textile Ind. Co., Ltd., Rooms 903 & 905 Taeyang Bldg., 28 Sokong-dong, Chung-ku, Seoul, **interested in sale of dress and sport shirts, ladies' panties made of synthetic fabrics.** July 16 via San Francisco for one month. Itinerary: San Francisco c/o Korean Consuls General; Los Angeles c/o Korea Trade Center, 725 Wilshire Blvd.; New York c/o 40 E. 34th St., telephone: LE. 2-0717. WTD in preparation.

**NETHERLANDS**—A. G. Spincich, Managing Director, N.V. Golden Arrow Textielhandel, 66 Schammenkamp, Rotterdam, **interested in importing into the Netherlands western style sports and work clothing.** Aug. 2 via New York for three weeks. c/o Department of Commerce New York Field Office. Itinerary: New York; Washington; Atlanta; Houston; Ft. Worth; Las Vegas; Los Angeles; San Francisco; Denver; Kansas City, Mo.; Chicago. WTD 2/12/64.

**PAKISTAN**—Ali Raza D. Habib, Habib Insurance Co. Ltd., Insurance House, Habib Square, Karachi, **interested in life insurance marketing and re-insurance, and requesting technical information on selling.** Aug. 3 via New York for one month. c/o American Express Co., 65 Broadway, New York, N. Y. Itinerary: New York, Buffalo, Washington, Las Vegas. Los Angeles, San Francisco, Honolulu. WTD in preparation.

Gaffer Habib, Habib Sugar Mills Ltd., 4th Floor. Lakshmi Bldg., Bunder Rd., Karachi, **interested in selling alcohol and buying machinery for solvent extraction plant.** Aug. 3 via New York for one month. c/o American Express Co., 65 Broadway, New York, N. Y. Itinerary: New York, Buffalo, Washington, Las Vegas, Los Angeles, San Francisco, Honolulu. WTD in preparation.

**SAUDI ARABIA**—Khalid Yousif al-Haj, General Trading Co., P.O. Box 319, al-Khobar, **interested in contacting U.S. suppliers of frozen food products, especially poultry and meats, to make direct purchases and agency agreements.** Early August via Los Angeles for 20 days. c/o Carl Lehrhoff, Astor Supply Co., Inc., 140 Perry St., New York 14, N. Y. Itinerary: Los Angeles, San Francisco, New York, Philadelphia, Chicago. WTD 6/16/65.

**SOUTH AFRICA**—James J. Higginson, 20 Nunhead Rd., Durban, **interested in visiting industrial and residential building projects under construction and seeing industrial and construction materials exhibitions.** Aug. 2 via New York for eight days. c/o Hotel Holiday Inn, Holland Tunnel Plaza, Jersey City, N. J. Itinerary: Washington, D. C., Pittsburgh, New York. WTD in preparation.

**SWEDEN**—Gosta Rudolf Nilsson, representing Kima Produkter, Nilsson & Co., Godtemplaregatan 11, Hassleholm, **interested in agencies for electrical articles and measuring apparatus.** July 12 via New York for four weeks. c/o 242 Cottage St., Springfield, Mass., telephone: 413-732-6285. Itinerary: New York, Springfield, Mass.; Evansville, Ind.; Dayton, Ohio; Chicago; Indiana, Pa. WTD 7/8/66.

# New Trade Lists

*The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated July unless otherwise indicated.*

*Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.*

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Iran.

Architects, Builders, Contractors and Engineers—Denmark.

Books, Magazines and Periodicals—Importers and Dealers—Haiti.

Coal, Coke and Fuel—Importers and Dealers—Portugal.

Dental Supply House—Haiti.

Hospitals—Haiti.

Laundry and Dry Cleaning Industry—Denmark.

Leather and Shoe Findings—Importers and Dealers—Venezuela.

Machinery and Equipment, Except Electrical—Importers and Distributors—Netherlands Antilles.

Musical Instruments—Importers and Dealers—Venezuela, June.

# Future Construction

***For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.***

**AUSTRALIA**—Parkes Development Pty., Ltd., has announced it will build a U.S.$3,400,000 **multi-purpose building** at the northern end of York St. in Sydney.

The development will comprise 15 storeys for a hotel with swimming pool, five storeys for office space and ground floor shops and restaurant.

Cibo Pty. Ltd., a wholly-owned subsidiary of the Chase International Investment Corp. of New York, has a substantial holding in the project and will participate in the equity and mortgage financing.

**HONDURAS**—Honduras' National Autonomous Water and Sewerage Service—SANAA—is **inviting pipe line construction firms to complete pre-qualification forms** by July 30 to become eligible to receive invitations to bid on the **construction of a high-pressure steel water transmission line** to improve the Tegucigalpa water supply system.

A construction period of 390 calendar days has been assigned to this project which will consist of the following items:

Construction of a 20-mile water transmission line employing 22, 20, 18, 16, 12 and 10-inch steel pipe. Furnishing and installing chlorination equipment and flow measuring devices at an existing reservoir. SANAA has purchased and transported pipe material and fittings to sites near the pipe line route.

The contractor must distribute the pipe material along the route, build the line, furnish and install air release and gate valves. The project cost is estimated at $1.2 million and will be financed in part by a loan from the Inter-American Development Bank.

Interested firms may obtain the necessary information and pre-qualification forms from: Servicio Autonomo Nacional de Acueductos y Alcantarillados, Tegucigalpa, Honduras. Technical information concerning the project may be secured from the firm Besozzi, Carpenter and Ignelzi, 7501 Indianapolis Blvd., Hammond, Indiana. No fee is required with the presentation of pre-qualification forms.

**INDIA**—A development program of the Indian Railways is being assisted with a newly approved credit equivalent to $68 million by the International Development Association (IDA), an affiliate of the World Bank.

The IDA credit will be used for the **purchase of components and materials for** the construction in India of **about 250 steam locomotives, 80 electric locomotives, 33 two-coach units of diesel rail cars, 900 passenger coaches,** and approximately **10,500 freight cars.**

The credit will also finance **overhead equipment for electrification, and other electrical stores, plant and machinery, track material** and various equipment and materials.

**ISRAEL**—A new, **400-room hotel** with restaurants, night clubs, etc., will be constructed in Tel Aviv by a group of local and foreign investors at the cost of $7 million. The company undertaking this project is known as Migdalot Ltd., 32 Ben Yehuda St., El Al Building, Tel Aviv. The construction contract has been awarded to Israel's largest construction company, Solel Boneh. The foundations and ground floor for the hotel are already completed and the construction of the tower is impending.

**SOUTH AFRICA**—A **$3½ million hotel project** in Humewood, Port Elizabeth is being planned by the Cape Hotels Holding Group. The main features of the "Elizabeth Hotel Complex" includes a 14-storey building containing a 120-luxury room hotel, a roof-top night club, swimming pool and conference and banquet facilities for at least 500 persons. In addition, a 400-car garage, a department store, two restaurants, a coffee shop, barber and beauty shops and other shopping facilities are to be constructed as part of the complex. Government authorities must approve the announced plans.

**Write:** Cape Hotels Holding Group, c/o The Architects, 713 Greenmarket Buildings, Greenmarket Square, Cape Town, South Africa.

**THAILAND**—Varanair-Siam Air Co., the first privately-owned airline in Thailand, intends **to purchase office equipment, airport ground equipment such as fork-lifts, packaging machines and catering service equipment.**

**Write:** Utai Vongsekamalasai, Deputy Chief Executive, Varanair-Siam Co. Ltd., Rajprasong Shopping Center, Rajprasong, Bangkok, Thailand.

**LIBYA**—Esso Oil Co. officials in Tripoli announced the commencement of work at the Marsa el Brega terminal in connection with the dredging of the harbor and preparation of the site for Esso's mammoth natural gas project. The dredging operation is being handled by the Philip Holzman Co. of West Germany.

Eight steam-driven turbines for the gas liquefaction process have been ordered through the General Electric Co. (U.S.) These will be capable of generating more than 300,000 horsepower, sufficient to air condition 100,000 homes.

Another contract was awarded to the Elliot Co. (U.S.) for the refrigeration compression facilities.

Bechtel Corp. (U.S.) won the contract for the design and procurement of materials for the liquefaction plant at Brega and the compression plant at Zelton.

To provide housing for the expected increase in personnel who will work on the gas project, Esso signed contracts with the Libyan firms, Libelco and Brega General Contracting, to construct 26 family houses, 10 staff and 5 bachelor residential units. Other contracts were awarded to local firms for the construction of streets, sidewalks and other utilities in Brega's new residential community.


**. . . where credit is due**

Detroit wouldn't be the place it is today if all its output had to be sold for cash. There isn't that much free money around.

And world trade last year would not have reached the staggering total of $164,000,000,000 if all the sellers required an irrevocable letter of credit or cash in advance.

The machinery of commerce at home and abroad is greased by credit.

Keep it in mind.

The next time you write one of the advertisers in these pages don't just ask him for a letter of credit—ask the Commerce Department Field Office or your bank for advice on financing foreign trade.


# Construction Awards

**IRAQ**—(ID1=$2.80). The French firm Foletanche was recently awarded a contract for soil tests and analysis in connection with the Mosul (formerly called Eski Mosul) Dam. The contract is valued at ID 176,418. Work is to be completed in five months. With the completion of this work the Finnish consultant, Immatram Voima, should be able to propose a site for the dam. The Planning Board has decided to award a consulting contract to the American firm, Microwave Services International, Inc. (MSI), for design and supervision of construction of a microwave network from Mosul to Amara via Kirkuk, Baghdad, and Basra. Three million dinars has been allocated for this project in the five-year plan.

**PAKISTAN**—A German consultant firm, Fichtner & Co., of Stuttgart, has signed a contract with the government to provide engineering and technical supervision services to construct and put into operation a 120 megawatt thermal power station at Ashuganj, about 50 miles northeast of Dacca.

The foreign exchange cost of the project is to be $17 million, which will be supplied by a West German credit, tied to procurement in West Germany.

Preliminary ground work is to begin when the current monsoon is over, and actual installation of equipment is to start after the 1967 monsoon season. The plant is to go into operation in 1969.

# New Books and Reports

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

**Basic Data on the Economy of Czechoslovakia.** OBR 66-30. 20pp. Describes the national economy, financial structure, foreign trade composition, and current U.S. controls affecting trade with Czechoslovakia.

**Establishing a Business in the Federal Republic of Germany and West Berlin.** OBR 66-32. 21 pp. Outlines the German investment climate, legislation governing investment, approved types of business organizations, protection of industrial property, regulations and customs governing employment, taxation to which businesses are subject, and the availability of capital.

**Market Profiles for the Near East and South Asia.** OBR 66-35 18pp. This annually-published report presents individual one-page summaries of the economies of 17 countries of the Near East and South Asia.

**Market Profiles for Africa.** OBR 66-36. 40pp. This report contains a series of one page summaries of the economies of 39 African countries.

**Foreign Trade of the Central American Common Market: 1963-64.** OBR 66-41. 20pp. This statistical report places special emphasis on trade of the Central American region with the U.S., with summary tables showing internal trade among the CACM countries themselves.

**Basic Data on the Economy of Switzerland.** OBR 66-42. 13pp. Contains the same basic information as OBR 66-30, above.

***Economic Development in Latin America.* By John R. Wish. Frederick A. Praeger, New York. 144pp. $8**

Prepared as part of a research program on food marketing in Latin America, this annotated bibliography lists more than 400 works of basic interest to the field of economic development. Materials are grouped under several broad categories such as agriculture, communications and marketing.

**Write:** Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

## Market share reports

Reprints are available of the U.N. market share reports published in the June 13th issue of INTERNATIONAL COMMERCE. **Write:** Department of Commerce, Publications, Sales and Distribution Branch, Washington, D.C., 20230; any Department of Commerce Field Office; or the Clearinghouse for Federal Scientific and Technical Information, Springfield, Va. 22151.

***The European Free Trade Association (EFTA) Rules of Origin.* By S. A. Green and K. W. B. Gabriel. EFTA, Geneva. 58pp. $1**

This publication is intended as a guide to the EFTA origin system. It deals with the process of production, unit of qualification, materials used in production, the 50% and wholly-produced criteria, the process criterion, the consignment rule, the evidence of origin, and verification and sanctions.

The book represents the position as of July 1965. Changes in the rules are made from time to time, and details of such changes are published in the EFTA Bulletin and in the official journals or other appropriate publications of the EFTA countries.

**Write:** McGraw-Hill, ITS Distribution Unit, 330 West 42nd St., New York, N.Y. 10036.

***Financing Capital Equipment Exports.* By Lee C. Nehrt. International Textbook Co., Scranton, Pa. 122pp. $2.25.**

A comparative study of medium term export financing for capital goods in the United Kingdom, Japan, France, Germany, Italy and the United States. The author aims to provide information to U.S. exporters and banks about the financing facilities in competing countries, and to inform businessmen and governments in the developing world of the cost and availability of credit for the import of capital goods.

The author also makes recommendations for changes in U.S. medium-term export financing.

**Write:** International Textbook Co., Scranton, Pennsylvania.

***Ten Significant Ratios for Canadian Manufacturers.* Canadian Manufacturers' Assn., Toronto. 80pp. $3.**

Designed to provide industrial management with guide-posts for assessment of their profits and costs experience, this fourth edition is a useful reference giving financial results for a comprehensive range of profit-making Canadian manufacturing firms.

These ratios are of particular value to businessmen wishing to compare the performance of their own company with that of others of similar size in the same industry. Among the ratios included are the relationship of profit to total assets and net worth; inventory turnover; average collection period; the proportion of sales accounted for by certain classes of expenses; and the ratio between current assets and current liabilities.

All textual material is in both French and English.

**Write:** Canadian Manufacturers' Association, 67 Yonge St., Toronto, Canada.

***Canadian Minerals Yearbook: 1964.* Dept. of Mines and Technical Surveys, Ottawa. 74pp. $5**

This annually-published yearbook describes the Canadian mineral industry in 1964 in terms of the more than 65 mineral commodities produced or consumed in significant quantities in Canada. Exploration and development, production, processing, markets, trade, consumption, uses and world trends are discussed.

Most of the basic statistics have been collected by the Dominion Bureau of Statistics, while specific company data were obtained from the firms themselves.

**Write:** Queen's Printer, Ottawa.

***International Insurance and Employee Benefit and Pension Management.* American Management Assn. Bulletin 76. 47pp. $4.50**

Collection of papers on international insurance, prepared by executives of leading companies. Such topics are covered as the approaches to insuring international operations, the role of the U.S. broker in Europe, and employee benefit planning in an international business.

**Write:** American Management Assn., 135 West 50th St., New York, N.Y. 10020.



U. S. GOVERNMENT PRINTING OFFICE: 1966—251 883/2

# Calendar *for international traders*

**ABERDEEN, WASH.—July 27**—Export Seminar, 12 noon—3:30 p.m., Morck Hotel. Sponsors: Grays Harbor Chamber of Commerce; Port of Grays Harbor; State Dept. of Commerce & Economic Development.

**ATLANTA—July 28**—Export Conference, Field Office. Sponsors: Atlanta Field Office, Department of Commerce; REEC.

**BOSTON—Aug. 8**—Businessmen's Consultations with William S. Krason, Commercial Attache, Karachi, Field Office. Sponsor: Boston Field Office, Department of Commerce.

**CEDAR FALLS, IA.—Aug. 3**—Foreign Trade Bureau of Chamber of Commerce, monthly meeting, 10 a.m., Chamber of Commerce.

**CHICAGO—Aug. 16**—Meeting for Exporters, Field Office.

**CHICAGO—Aug. 17**—Chicago-Midwest Credit Management Assn., LaSalle Hotel.

**CLEVELAND—July 27**—Export Expansion Workshop, 10:30 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

**CLEVELAND—Aug. 31**—Special Exporters Session on Documentation, 10 a.m.-12 noon, Field Office. Sponsors: Cleveland Field Office, Department of Commerce; REEC.

**CLEVELAND—Sept. 8**—Export-Import Bank and FCIA Workshop on Credit, Insurance and Financing, Overseas Investments and Exports, 12 noon, Mid-Day Club. Sponsors: World Trade Assn.; REEC; Cleveland Field Office, Department of Commerce.

**CLEVELAND—Sept. 14**—Export Expansion Workshop, 10:30 a.m.-12:30 p.m. Sponsor: REEC.

**DETROIT—July 26**—Export Seminar, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

**DETROIT—Aug. 9**—Export Seminar, 9:15 a.m., Federal Bldg. Sponsors: Detroit Field Office, Department of Commerce; REEC.

**HARTFORD, CONN.—Aug. 9**—Business's Consultations by appointment with William S. Krason, Commercial Attache, Karachi, 9 a.m., Field Office. Sponsor: Hartford Field Office, Department of Commerce.

**KANSAS CITY, MO.—July 28**—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

### Notice

To publicize local events concerning foreign trade in the "Calendar for International Traders," information should be submitted to this magazine at least 2 weeks before the date of the issue in which it appears. Please include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space.

**Write:**
**Editor,**
**International Commerce**
**Bureau of International Commerce**
**U.S. Department of Commerce**
**Washington, D.C. 20230.**

**KANSAS CITY, MO.—Aug. 11**—Workshop for New Exporters, Federal Office Bldg. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

**LEWISTON, ME.—Aug. 23-26**—Sixth Annual Maine Products Show, Central Maine Youth Center. Sponsor: Maine Dept. of Economic Development.

**LUBBOCK, TEX.—July 27**—Export Expansion Workshop. Sponsors: Dallas Field Office, Department of Commerce; REEC; Chamber of Commerce.

**NEW YORK—July 25-27**—Businessmen's Consultations by appointment only with William Dawson, Commercial Attache, Istanbul. Field Office.

**NEW YORK—Aug. 2-3**—Businessmen's Consultations by appointment only with Walter Sohl, Commercial Attache, Hong Kong. Field Office.

**NEW YORK—Aug. 30-31**—Businessmen's Consultations by appointment only with Russell Prickett, Commercial Attache, Belgrade. Field Office.

**NEW YORK—Sept. 14-15**—Businessmen's Consultations by appointment only with Hilding Peterson, Commercial Attache, Rotterdam. Field Office.

**OLATHE, KAN.—Aug. 25**—Workshop for New Exporters, Chamber of Commerce. Sponsors: Kansas City Field Office, Department of Commerce; REEC; Chamber of Commerce.

**QUINCY, ILL.—Sept. 14**—Export Workshop, Gardner-Denver Co. Sponsors: REEC; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

**SAN FRANCISCO—July 27**—Export Finance and Insurance Seminar, 9:30 a.m., New Federal Bldg.

**ST. LOUIS—Aug. 9**—Export Workshop, St. Louis University. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

**WHITE PLAINS, N.Y.—Aug. 10**—Westchester County Foreign Trade Council, monthly luncheon meeting, 12 noon, Rogers Smith Hotel. Sponsor: Chamber of Commerce.

UNIT CR - MAY 46129
GOVERNMEN UNIVERSITY MICROFILMS
DIVISION OF F SERIALS SECTION
WASHINGT 300 NORTH ZEEB RD
ANN ARBOR MICH
OFFICI

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE

First-Class Mail

# Sprechen *Vous* Español?

You really don't have to speak "in tongues" to keep up with marketing developments abroad, because OVERSEAS BUSINESS REPORTS talks your language. If you're looking for particularized information about business prospects on any of five continents or an overview analysis of international merchandising, OBR has the word on the world-wide what's what.

On-the-scene reports from U.S. embassies, coordinated with the Bureau of International Commerce in Washington, examine and evaluate conditions affecting trade actualities and possibilities. Export planning data includes the essentials of foreign investment—from laws, policies, and import tariff systems, to shipping, licensing and exchange controls. Reviews of the general economic situation in individual countries, monthly import-export figures, and analyses of trade by nation, area, and commodity complete the overall business picture; and the more than 100 issues a year assure continuing perspective.

Whether you're a seasoned trader or now investigating overseas markets, let **OVERSEAS BUSINESS REPORTS** translate the facts so you can interpret the opportunities. Snip and send the coupon today.

| For use of Supt. Docs. | |
|---|---|
| | |

To: Superintendent of Documents,
Government Printing Office,
Washington, D.C. 20402
or
Any U.S. Department of Commerce Field Office

Enclosed find $ _____ (check or money order). Please enter my subscription to **OVERSEAS BUSINESS REPORTS.**

Annual subscription, $13.00.
Foreign mailing, $ 5.00 additional.

Name _____

Address _____

City, State, & Zip Code _____